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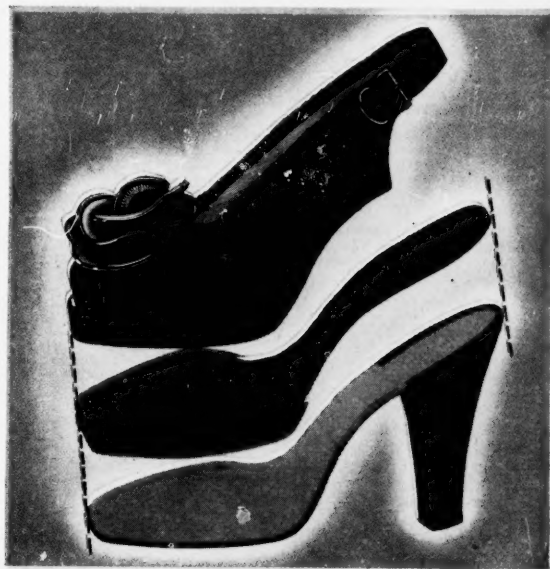
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# CONTENTS

## FEATURES

### THE OPPORTUNITY FOR WOMEN'S WORK SHOES—Article 2

By Alfred Henderson 17

Working women are voicing specific complaints about their "work" shoes. An enlightening insight into the women's work shoe market—its needs and opportunities.

### NEW DEVELOPMENTS 20

A roundup of latest developments in the shoe industry include: Attached heels with plastic . . . New box toe . . . Longer wear-  
ing heels . . . Premolded plastic welting . . . Turn seam  
pounder . . . and Interlocking shoe lace.

### TECHNICAL TIPS TO SHOE FOREMEN 25

Tips by experts are: Buffing Outsoles . . . Method of Platform  
Covering . . . How Long the Stitch? . . . and Thick-Edge Sole.

### FOREIGN NEWS AND MARKETS 28

Information on conditions in Holland, Portugal, Poland, and  
Denmark.

## WEEKLY DEPARTMENTS

EDITORIAL	6	LEATHER MARKETS	36
COMING EVENTS	6	DEATHS	41
NEWS	8	HIDES AND SKINS	43
LABOR NEWS	33	WANT ADS	45
SPOT NEWS	34	INDEX TO ADVERTISERS	46

## THIS WEEK

**NEWS:** October shoe, slipper output down 7 percent from September . . . Four IFLWU officials tagged communist officers . . . Hide and skin  
task force favors unified procurement . . . USMC case postponed . . .  
November hide output off . . . 70 Massachusetts shoe firms face strike.

**MARKETS:** Hide markets quiet in between-holiday period. Few light  
cows sold 1/2c lower. Trading in all markets small. Calfskins steady;  
kipskins unchanged. Country and small packer hides unchanged. Leather  
business slow. Buyer interest limited except for some calf for Navy  
shoes. Tanners awaiting turn of year for increased business.

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# EDITORIAL

## Why "Militant Unionism"?

IN THE addresses, reports, newspapers, etc., of perhaps the majority of labor unions, the term "militant unionism" is frequently used. It is not merely an essential part of labor's terminology but, more significantly, a motivating portion of its thinking and conduct.

Militant unionism, as the term implies, accepts the necessity of aggressive, combative action in winning its demands or achieving its desired ends.

Militant unionism remains today as one of the most serious obstacles to healthy labor-management relations. But if there is any one evil for which both management and labor are equally responsible, militant unionism is it. The assumption that militant action is necessary to arrive at industrial peace is the same assumption that war or the war-like attitude is essential to achieve world peace. In principle, there is no difference between these two conditions.

It is possible that militant unionism is more the fault of management than of labor. People or groups do not usually adopt a militant approach unless such is motivated by circumstances requiring aggressive rather than peaceful actions. It was in the Thirties that organized labor—unionization—gathered momentum enough to become a powerful national force. But in most instances, management resisted unionization either in principle or in fact. Its attitude was one of unreceptiveness, often hostile.

A large portion of management refused to recognize labor in any organized form; it misinterpreted the wholesome principles of trade unionism; and it often lacked the vision to see the inevitable "trend" of trade unionism in the U. S. as a dynamic, growingly influential, permanent force.

Against these conditions, labor usually had no recourse but to adopt militant action and acquire a sort of militant mentality toward solution of labor-management problems. At the same time, labor of 15 years ago was, in most instances, immature, pugnacious, unschooled. It was the

underdog swinging wildly and angrily. In such cases it was more militant by nature than by circumstances. Thus, militant unionism sprang from two major causes: resistance on the part of management, and the natural pugnacity of a physically powerful but mentally undeveloped giant.

The resultant cost of that militant unionism is measured in no abstract terms. Its cost were, and are, titanic—in terms of millions of productive and wage earnings lost, man-

hours lost, hundreds of deaths and other casualties translated into blood and men. And there are the "intangibles" such as the mass ill will between the parties, the distortion of facts in attempting to understand each other.

Most of this is behind us now, though the embers still smoulder. But we still have with us militant unionism and all its potential evil. A substantial portion of labor's leaders today can be blamed for the continuation of the militant attitude. They remember with bitterness the early days and struggle, and suffer—and cause others to suffer—from the effects of that hangover. Again, some of these leaders are still immature, still adopt the pugnacious approach as a matter of principle despite circumstances making it unnecessary. This portion of labor's leaders is living in the past because they have not learned to grow up to the quite different conditions of today. They are using the outmoded attitude of the Thirties in a hopeless effort to meet the conditions and attitude of the Forties. Never the twain shall meet.

Unfortunately, on the other hand, management—a good portion of it—has likewise failed to mature. There is still too much resistance to unionization, to the principle of unionization. And some of this resistance can more aptly be termed hostility. Management that has the misfortune to deal with local labor leaders of the old rough-and-tough school tragically translate all labor and unions in general in terms of their own limited and unhappy experiences. This is an obviously distorted conception of labor, but it just as obviously exists.

Again, management has so often failed to take the long-range viewpoint: it grows pessimistic and hostile because of present difficulties, fails to recognize a justifiable optimism based on potentials for better relations. And because it is still skeptical or frightened of organized labor and its mounting power, it does the irrational, animal-like thing by increasing its suspicion and hostility.

Management itself has, in many instances, failed to adopt a mature attitude. It has failed to express patience. It was, and is, part of management's job to patiently instruct labor about the mutual benefits of cooperative industrial relations. Management, remember, has had many decades of experience in operating business, while labor is a com-

(“Editorial” continued on page 45)

## Coming EVENTS

Jan. 8, 1949—New England Shoe Foremen & Superintendents Assn. Annual Banquet, Hotel Statler, Boston.

Jan. 10-14, 1949—Warm Weather Opening, Guild of Better Shoe Manufacturers, New York City.

Jan. 22-26, 1949—Middle Atlantic Shoe Retailers Assn. Shoe Show, Benjamin Franklin Hotel, Philadelphia.

March 6-9, 1949—Allied Shoe Products and Style Exhibit, Hotel Belmont Plaza, New York City.

March 8-9, 1949—Official Opening of American Leathers for fall, Waldorf-Astoria, New York City.

May 1-4, 1949—Advance Fall Showings, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

May 8-11, 1949—Fall Shoe Show, Southwestern Shoe Travelers Assn., Adolphus Baker and Southland Hotels, Dallas, Texas.

May 23-26—Popular Price Show of America, Hotel New Yorker, New York. Sponsored by the National Assn. of Shoe Chain Stores and the New England Shoe and Leather Assn.

June 22-24—AICA Convention Spring Lake, N. J.

Oct 31-Nov. 2, 1949—National Shoe Fair, Chicago, Ill.

Nov. 6-9, 1949—Advance Spring Showings, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

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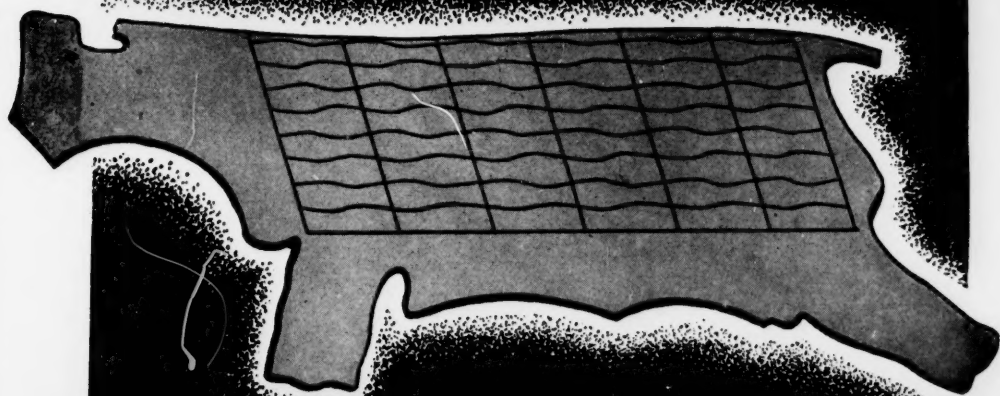
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# NEWS

## **Four IFLWU Officials Tagged Communist Officers**

**House un-American activities committee lists 13 CIO officials  
as Reds in latest report.**

Four prominent officials of the International Fur & Leather Workers Union, CIO, were named as "Communist Officers" in a report released last week by the House un-American activities committee. The report on "100 things you should know about Communism and Labor" listed Ben Gold, union president, Samuel Burt and Irving Potash, vice presidents, Julius Fleiss, business agent of the Furriers Joint Council among nine other CIO officials.

Other union presidents given the red tag were Harry Bridges of the Longshoremen's union, Abram Flaxer of the United Public Workers of America, and Donald Henderson of the Food, Tobacco and Agricultural Workers. Other officials named were

Julius Emspak, secretary-treasurer; James Lustig, representative of District 4; James Matles, national organizational director; and William Sentner, president District 8, all of the Electrical Workers union, Philip M. Connelly, secretary of the Los Angeles CIO council, and Maurice Travis, secretary-treasurer of the Mine, Mill and Smelter Workers.

Among the 20 CIO unions in which Communist leadership was reported to be "strongly entrenched" in 1944 was the United Shoe Workers of America. It said Reds are "still in the saddle" of a number of them. Another 33 organizations were listed as Communist or Communist-front groups trying to influence labor.

### **TC Sets 1948 Shoe Output At 463,880,000 Pairs**

Shoe production in 1948 will approximate a total of 463,880,000 pairs, a drop of nine-tenths of one percent from the 463,069,000 pairs produced in 1947, The Tanners' Council estimates.

The Council reports that until Oct., monthly production figures fluctuated both above and below 1947 figures, with gains more than offsetting losses. By the end of Sept., output was 9,593,000 pairs more than in the same period of 1947. Production during the last quarter of 1948 fell far below the 1947 total, with decline for the quarter estimated at 13,728,000 pairs. Oct. accounted for more than half of this drop when production fell 7,751,000 pairs below the abnormally high output in Oct., 1947.

Nov. shoe production is estimated

at 35,300,000 pairs, 7.1 percent less than in Nov., 1947, while Dec. figures are set at 36,500,000 pairs, a decline of 8.4 percent from Dec., 1947.

### **USMC Case Postponed**

Federal Judge Charles E. Wyzanski has again deferred trial of the Justice Dept.'s suit against United Shoe Machinery Corp., Boston, charging violation of the Sherman Anti-Trust Act. Originally set for Jan. 3, the case was postponed to Feb. 28 and has now been deferred until an undetermined date in April.

The first postponement was granted upon request of the Justice Dept. which asked for additional time to prepare its brief. Both sides requested the second deferment on grounds that they needed more information.

James M. Malloy, government rep-

resentative, has asked that the corporation present additional documents in Federal court, claiming that the documents were covered in an order issued last Aug. by Judge Wyzanski. Malloy stated that the papers were needed to complete the government's case.

Although no date was set for delivery of the documents, the Justice Dept. and USMC were given approximately two months in which to obtain any further information required and Judge Wyzanski said that the trial would be scheduled two months after this was completed.

Defense counsel Claude R. Branch maintained that United Shoe Machinery Corp. had not delayed in following the court's original order. He said that a clerical force of 31 persons had expended more than 2000 hours on the task of assembling the required papers.

### **Fallon Appointed Melville Vice-President**

Lester R. Fallon, general manager of the Thom McAn men's and boy's stores of the Melville Shoe Corp., New York City, has been appointed executive vice president of the corporation.

A member of the firm for the past 20 years, Fallon became vice president in charge of operations and general manager of the Thom McAn men's and boy's stores in 1945. In April of this year, he was elected to the board of directors of the Melville Shoe Corp.

He will coordinate merchandising and operations of the Thom McAn men's, boy's and women's stores as well as the John Ward stores in addition to coordinating their retailing operations with the J. F. McElwain Co., the firm's manufacturing division.

### **St. Louis Shoe Output Off 4 Percent in Sept.**

Sept. 1948, shoe production in the Eighth Federal Reserve District totaled 3,163,000 pairs, a drop of four percent from the Aug. output of 3,521,000 pairs and two percent less than the 3,325,000 pairs produced in Sept., 1947.

Nine months totals for the year were 73,160,000 pairs R. three percent more than the 71,118,305 pairs produced in the same period of 1947.

Preliminary estimates place Oct., 1948 output for the district at six percent less than the high figures set percent less than Sept. totals and 13 in Oct., 1947.

# Hide & Skin Task Force Favors Unified Procurement

**Backs M-Day program urged by shoe and leather task forces at NSRB meeting. Further meetings scheduled.**

A single, centralized procurement unit for the purchase of footwear and leather products by the military forces is a must if the U. S. is to avoid chaos on M-Day, members of the Hide and Skin Task Force told General Joseph W. Byron, director of the Hides, Leather & Shoe Division, National Security Resources Board, at a meeting in Washington, D. C. last week.

The recommendation was fundamentally the same proposed by the Shoe Task Force and Leather Task Force at meetings with General Byron earlier in Dec. All three groups agreed that plans must be made for the establishment of one military procurement office to handle the needs of all branches of the Armed

Forces.

Conservation order M-310, essentially as it existed during World War II, was unanimously approved for recall in the event of emergency. Members of the Task Force agreed to separate into two groups—importers and domestic suppliers—in order to facilitate decisions on M-Day programs and procedures.

Present at the two-day conference were: Maurice N. Witt, Swift & Co.; Lewis B. Jackson, Tanners Hide Bureau; Charles Zitnik, H. Elkan & Co.; E. L. McKendrew, Armand Schmoll, Inc.; David H. Pintow, Edmund Weil, Inc.; George Kauffman, General Hide Corp.; Leon Roversi, Tupman-Thurlow Co.; and A. M. Ostronich, Standard Hide Co.

## Safety Council Rates Leather Industry High

Both the frequency and severity injury rates in the leather industry during 1947 were down sharply from the previous year, the National Safety Council, Chicago, Ill., reports. An analysis based on figures compiled by the Council and recently published in a booklet *Accident Rates in the Leather Industry, 1947*, shows a 10 percent reduction in frequency rate, equal to the reduction in frequency rate for all industries combined, and a 43 percent reduction in severity rate, 36 percent more than the seven percent reduction for all industries in the same period.

According to the Council, the low severity rate of .32 for the leather industry ranked fifth among the corresponding rates of 40 major industries in 1947 and brought the industry's severity rate index to its lowest level since 1939. The index was 58 percent below the 1945 rate and approximately 50 percent below the average of the war years.

Despite the substantial improvement in the 1947 frequency rate to 16.77, the leather industry's rank climbed only one place to 25th among these industries.

Figures indicate that not only did injuries occur less frequently in 1947 but were also less severe. No fatalities were recorded. The report shows

that injuries occur twice as often in plants employing less than 500 workers than they do in plants with over 500 workers. Injuries in the smaller plants were also more serious.

Machines are involved in one-fourth of all disabling accidents. An analysis of 1779 injuries occurring in Pennsylvania during 1944 shows that 444 were caused by machines. Accidents on presses including punch presses, eyelet presses, embossing, stamping and printing presses accounted for 62, another 22 were accounted for on tire building machines, 16 on stitching machines, 12 on shoe trimming machines, 11 on button fastening machines, nine on shoe lasting machines, and nine on sole cutting machines.

Booklets may be obtained by writing to the National Safety Council, 20 N. Wacker Drive, Chicago 6, Ill.

## Tanners' Production Club Of Wis. to Hear Dr. Theis

The Tanners' Production Club of Wisconsin has announced that Dr. E. R. Theis of Lehigh University will be featured speaker at its annual open meeting on Jan. 21 at the Hotel Pfister, Milwaukee, Wis. Dr. Theis' subject will be "The Layer-wise and Skin-wise Interpretation of Plumping as Related to Beam House and Tannery Operations", a detailed account of latest leather research de-

velopments at the Lehigh University laboratories.

All members and representatives of the leather and allied trades wishing to attend should contact Alex Abig, secretary, c/o Fred Rueping Leather Co., 96 Doty St., Fond du Lac, Wis. for reservations. Dinner will be served at 6:50 p.m.

Dr. Theis will give a practical interpretation of swelling and plumping occurring during the soaking, liming, bating, pickling and chrome tanning operations and will show that many current opinions on swelling and plumping are somewhat in error and that swelling is not a uniform factor either layer-wise or skin-wise throughout the whole skin.

## QM Opens Bids on 101,436 Pairs. Arctic Boots

A. R. Hyde & Sons Co., Cambridge, Mass., was the lone bidder on QM-30-230-49-642 covering conversion of arctic felt shoes to arctic felt boots, the New York Quartermaster Purchasing Office revealed at a bid opening last week. The firm bid a total of 27,444 pairs at \$4.33 per pair on a directive quantity of 27,444 pairs. Procurement is for the Army.

Four manufacturers bid on QM-30-230-49-641 covering a directive quantity of 73,922 arctic felt boots. Lowest bidder was A. R. Hyde & Sons which bid \$10.30 per pair on the directive quantity. Wiley-Bickford-Sweet Corp., Worcester, Mass., offered \$12.94 per pair and B. W. Footwear Co., Inc., Webster, Mass., bid \$14.71 per pair, also on the same quantity. E. J. Given Shoe Co., Inc., Rockland, Mass., bid from \$13.24 to \$14.09 per pair on 69,000 pairs or \$13.67 per pair on 73,992 pairs. This procurement was also for the Army.

## Cellulose Nitrate Ample

Enough cellulose nitrate, used for wood heel covers on women's shoes, will be produced in 1949 to meet the requirements of U. S. industry, leading producers of the plastic material are assuring trade circles.

Consumer concern over the recent shutdown of a large cellulose nitrate plant has led other producers to advise their customers that 1949 production will equal that of 1948. Consumption has fallen off in recent years to between 10,000,000 and 12,000,000 lbs. a year reaching a high of 13,000,000 lbs. several years ago.

The plastic is widely used in the shoe, precision instrument, and optical frame industry because of its toughness and strength in thin sections.



# Oct. Shoe, Slipper Output Down 7 Percent From Sept.

Shoe and slipper production in Oct. totaled 39 million pairs, a decrease of 7 percent from the 42 million pairs produced in Sept. and 17 percent less than the Oct., 1947 production of 47 million pairs, according to the Bureau of the Census, Dept. of Commerce. The Oct. decline from Sept. output, in contrast to gains in Oct. of 1947 and 1946, almost leveled production for the first 10 months of this year with that of the same period last year.

Oct. shipments, approximating 40

million pairs, were valued at \$148 million, an average value of \$3.71 per pair shipped, against \$3.75 in Sept. and \$3.64 in Oct., 1947.

Shoe, sandal and playshoe production of 33 million pairs was nine percent under the Sept. output of 36 million pairs and 18 percent less than the 40 million pairs produced in Oct., 1947. Output of house slippers was slightly over five million pairs, eight percent over Sept. Comparative figures for Oct. and Sept. 1948 and Oct. 1947 are indicated below:

Kind of footwear	Production (thousand pairs)		Percent of change October, 1948 Compared with—		
	October 1948 (preliminary)	September 1948 (revised)	October 1947	September 1948	October 1947
Shoes and slippers, total	39,014	42,081	46,765	-7.3	-16.6
Shoes, sandals, and playshoes	33,063	36,482	40,098	-9.4	-17.5
Men's	8,649	9,269	10,359	-6.7	-16.4
Youths' and boys'	1,630	1,853	1,815	-12.0	-10.2
Women's	15,803	17,976	19,242	-12.1	-17.9
Misses'	2,269	2,370	2,763	-4.3	-17.9
Children's	1,778	1,978	2,514	-10.1	-29.3
Infants'	1,682	1,674	1,894	0.5	-11.2
Babies'	1,252	1,362	1,520	-8.1	-17.6
Slippers for housewear	5,304	4,892	5,936	8.4	-10.6
Athletic	349	396	492	-11.9	-29.1
Other footwear	298	311	239	-4.2	24.7

Minus sign (-) denotes decrease.

The above figures were compiled from reports received from 1,111 factories in October; 1,115 factories in September; and 1,192 factories in October, 1947.

## List Haverhill Wages; N. E. Reports Losses

October earnings of male workers employed in women's cement process shoe factories in the Haverhill, Mass. area ranged from 88 cents to \$2.05 hourly, reports Wendell D. MacDonald, regional director of the Dept. of Labor's Bureau of Regional Statistics. Earnings of women employees were reported at hourly rates ranging from 90 cents to \$1.38 an hour.

Men's rates were listed as follows: floor boys, 88 cents; machine shoe cutters and sole attachers, \$1.63; treers, \$1.66; bed machine operators, \$1.84; edge trimmers, \$1.95; and side lasters, \$2.05 hourly.

Among women's employees, floor girls averaged 90 cents; vampers, \$1.09; fancy stitchers, \$1.25; and top stitchers, \$1.38 per hour.

The Mass. Division of Employment Security reports that shoe employment in the Brockton area fell off 6.7 percent as of Oct. 15, Haverhill lost eight percent, Boston 21.1 percent, Lynn 14.6 percent, and Newburyport 6.5 percent.

In payrolls, Boston reported a loss of 35.7 percent, Brockton lost 13.7 percent, Lynn 30.25 percent, Newburyport 16.4 percent, and all other cities lost 6.5 percent. Brockton weekly payrolls were set at \$118,707 and Haverhill at \$99,785.

## Famed Shoe Collection Goes to Metropolitan

A famed collection of antique footwear valued at over \$5000 was presented this week by K. M. Stone of Jerro Brothers, N. Y. shoe manufacturer, to the Costume Institute of the Metropolitan Museum of Art, New York City. The collection will be shown in the institute's footwear room with over 8000 articles of folk, period, and Eastern footwear from the 13th through the 20th centuries.

The Stone collection, consisting of 38 pairs of historic shoes, was assembled in Europe from 1905 to the present date. Many of the antique shoes are of oriental origin.

Stone has been in the shoe industry here for the past 35 years after coming to the U. S. from Armenia in 1896. In 1913, he organized the J. M. Stone Importing Co., importing shoes from his father's shoe factory in Constantinople and from Chinese and Japanese factories in which he had an interest. He joined Jerro Brothers as sales representative in 1940.

BALANCED

\* see page 15



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# Nov. Hide Output Off

Production declines in all types as military purchases bolster prices.  
Further drop seen in December.

Domestic production of hides and skins was lower in Nov. than in the previous month, the first time this has happened in three months, according to latest figures released by the Dept. of Commerce.

Although declines were reported in all types of hides and skins, greatest drop in output was noted in sheep and lambs. The lowered output was forecast earlier, based on expectations of reduced livestock slaughter during the month. Cattle and calf output remained almost at the Oct. level.

For the first 11 months of the year, calf skin took the most pronounced drop while sheep and lambs were the least affected.

Further declines in slaughter during Dec. are expected to reduce hide and skin output still further, the report states.

## Growing Military Needs

The growing demand for calf leather by the Armed Forces together with curtailed domestic production were credited with the recent strengthening of the raw skin market.

Cattle slaughter during Nov. was placed at 1,150,000 head, a drop of 2.1 percent from Oct. totals and 13.3 percent less than slaughter for Nov., 1947. For the first 11 months of the

year, 11,300,000 cattle were slaughtered, 16.3 percent less the totals for the same period a year ago.

The department estimated that further declines in Dec. would place total cattle slaughter for 1948 some 13 percent less than in 1947.

Federally inspected calf slaughter during Nov. was only 614,000 head, a decline of three percent from Oct. and close to 19½ percent from a year ago. Total inspected calf slaughter for the first 11 months of the year was 6,300,000 head, approxi-

## Correction

The new freight rate proposed by the railroads on carload lots of upper leather is 55 percent of the first class commodity rate and not 45 percent as reported in the Dec. 18 issue of L&S. The National Shoe Manufacturers Assn. states that this 55 percent rate would apply to carload lots of virtually all types except sole leather which would be raised from the present rate of 37½ percent to 45 percent. The present rate of LCL shipments of both sole and upper leather is 70 percent of the first class rate and not the first class commodity rate as previously stated.

The NSMA further reports that the hearings on the proposed rate increases scheduled for Jan. 10, 1949 in New York City and for Jan. 17 in Chicago are not being held before the Interstate Commerce Commission. These are preliminary hearings conducted by the railroads themselves.

mately 13 percent lower than in the same period a year ago.

Sheep and lamb slaughter during Nov. totaled 1,500,000 head, 11.6 percent less than in the previous month and 1.3 percent less than in Nov., 1947. Total kill for the first 11 months of 1948 was little more than 15,600,000 head, a drop of 10½ percent from the same period in 1947.

## Scotland Situation

High-priced footwear is in poor demand. The demand is for utility type footwear to get an economical buy for the money. The industry is back on a seasonal production basis, the first time since the war.

Shoe retailers have objected to recent pressure efforts of some shoe manufacturers to force retailers to take 50 percent of unwanted types to obtain 50 percent of wanted types.

Handbag and luggage manufacturers were using more plastics, less leather. This was due to the price differential and taxes (125 percent for leather—five times more than for fabrics or plastics). Now the tax has been reduced to 100 percent for leather, while taxes on plastics and fabrics has risen to 67 percent. With the price differential narrowed, the trend is back to leather.

There is no rationing on children's shoes now, while rationing for adults' footwear has eased. Cheaper children's shoes are in heavy demand. Same trend applies to adult shoes. The repair trade is being hit hard, for cheaper shoes are not repaired; also, repairing prices are high.

## Norwegian Production

The cattle population is 1,270,000 as compared with 1,460,000 in 1938. Shoe production in 1947 was about 3,200,000, the same as prewar years. During the war Norway was producing fewer than 1,000,000 pairs yearly. Shoe imports before the war averaged about 10 percent of total consumption, or nearly 350,000 pairs. Shoe imports are limited by government restrictions to protect the home industry, and to prevent any influx of shoddy footwear.

Shoe output in 1948 is estimated at 3,150,000 pairs, due to the shortage of foreign exchange and raw materials. Consumption of footwear in 1947 was about 4,000,000 pairs; for 1948, an estimated 3,550 pairs. There are no shoe exports. Shoes are rationed. In 1947 about 440,000 pairs of shoes were imported to bolster low inventories. About 133,000 pairs from the U. S., whose shoes are highly regarded for style and quality.

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\* see page 15

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# Workers to Strike In 70 Mass. Shoe Plants

A strike that would affect 11,000 shoe workers and 70 Massachusetts shoe plants was scheduled for Jan. 3, by officials of the CIO United Shoe Workers of America, as the result of inability to negotiate a new contract between the union and the plant owners. The negotiations were held at the State House in Boston.

Wage agreements between the two factions expire on Jan. 1, 1949. William Thornton, USWA New England director charged the manufacturers were attempting to put in a contract that would call for a cut in wages. He added that the workers would return to their jobs only after the 1948 contract was renewed.

The strike will affect Haverhill, Lynn, Wakefield, Everett, Beverly, Chelsea, Newburyport, Boston, Salem, Cambridge, and Somerville.

## Turkey . . .

The official livestock estimates for 1946, not including animals under one year old, are as follows: sheep, 17,742,000; sheep merinos, 132,000; goats, 9,651,000; goats (Ankara), 2,836,000; oxen and cows, 7,434,000; buffaloes, 657,000. Current livestock figures are about the same.

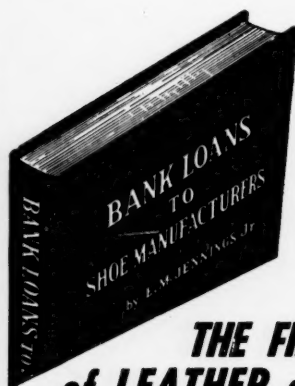
The 1946 production of cattle and buffalo hides, and calfskins—6,000,000 kilograms. These must be supplemented by imports to meet domestic needs. Annual sheepskin production amounts to nearly 2,500,000 pieces (average weight about two kilograms each). The bulk of these, about 75 percent, is exported. Annual lambskin production is 1,000,000 pieces (average weight is 0.9 kilograms), of which 70 percent are exported. The lambs must be six months or older before being slaughtered. Most lambskins are exported in air-dried or pickled form. The annual goatskin production is 800,000 pieces, of which 65-70 percent are exported. About 150,000 kilograms of kidskins are produced annually, of which 60 percent are exported.

## Leather And Shoes

Factories of the government-owned industrial organization, Sumer Bank, produced during 1947 1,801,673 kilograms of sole leather (as compared with 1,402,309 kilograms in 1946); 40,452 pieces of sheepskin, 625,323 pairs of military shoes, and 116,862 pairs of civilian shoes.

## Tanning Materials

Valonia, an important product of Turkey, is peculiar to the Mediterranean basin, with the largest amounts and best qualities coming from Turkey. In the cup form it has a tannin content of 32-38 percent, while the "beards" (spines from the valonia fruit) have a tannin content of 40-46 percent. Valonia gives a light-colored leather, gives perhaps the heaviest fiber to leather of all tanning materials. Valonia is the fruit of an oak tree. The chief and best crops are harvested in September, and supplies are ready for export by mid-October. A later but smaller and inferior crop is harvested in the late fall. Before the war, the normal seasonal crop amounted to 50-55 thousand tons a year, though in a good season it might strike 65-70 thousand tons.



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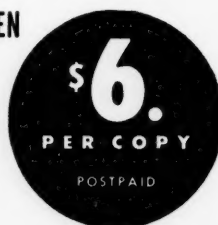
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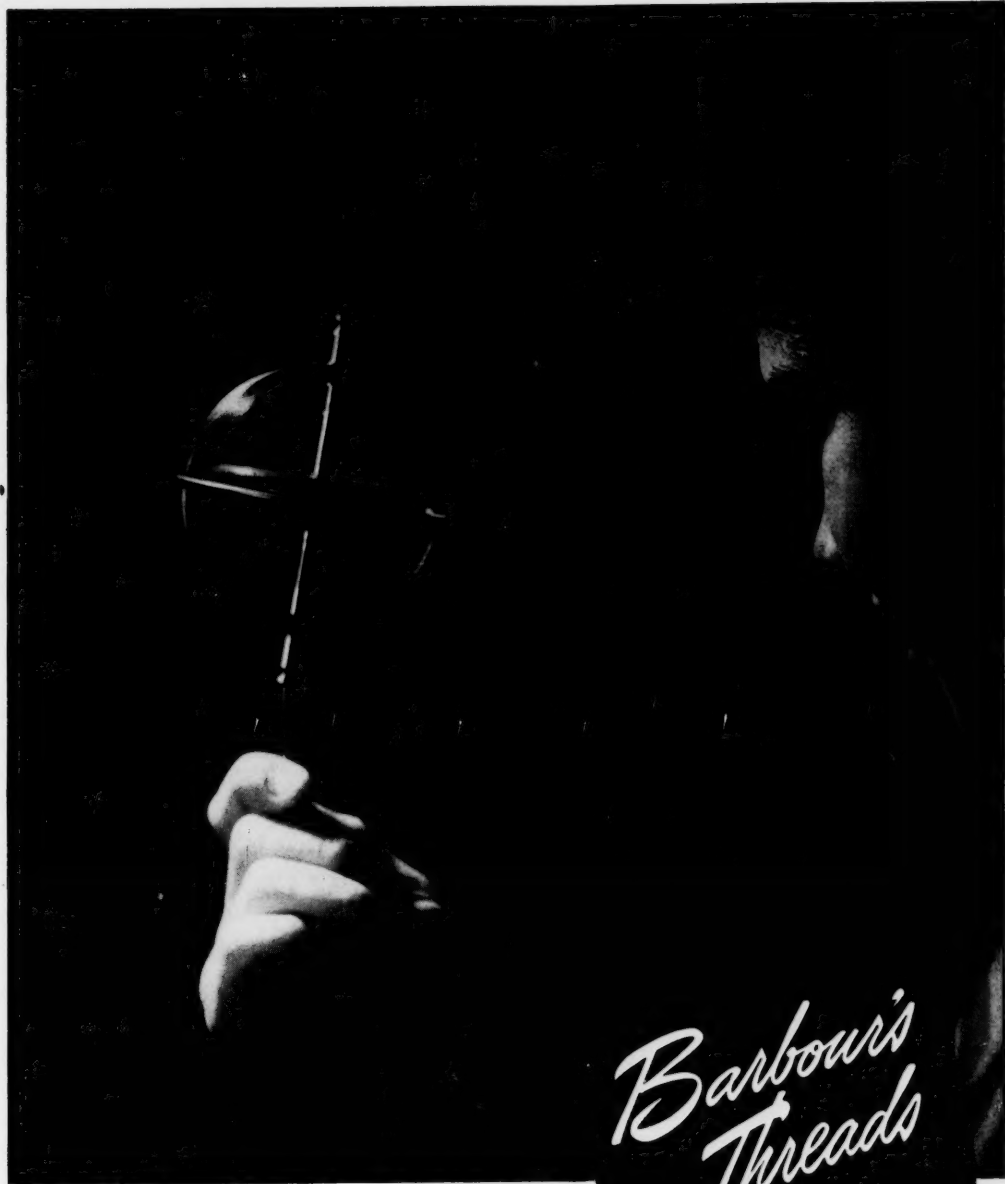
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# Shoes

## ARTICLE 2

### The Opportunity For Women's Work Shoes

By Alfred Henderson

**Working women are voicing specific complaints about their "work" shoes. An enlightening insight into the women's work shoe market—its needs and opportunities.**

THE market for women's work shoes, first studied for the shoe and leather industry by HIDE LEATHER AND SHOES six years ago, presents a great opportunity for increased shoe volume and, more important, for increased volume of the types of women's shoes that are easiest to make and sell, and most profitable. In a day when the Tanners Council estimates that profits of the shoe and leather industry are well below six percent, the prospect of a new market that might reasonably be expected to consume some 30 million pairs annually of the industry's most profitable footwear cannot be lightly considered.

There are, in this market, 17 million immediately potential customers—20 million in the near future—each of whom has an independent income and purchasing power. An extensive consumer survey, just completed, shows that these women generally are now dissatisfied with the shoes they wear to work and that they are willing to buy extra shoes for work wear at good prices, if they can get the shoes they need and want for the purpose. Thirty million pairs of good leather shoes annually—less than two pairs per customer—is a conservatively estimated potential. The prospect of such increased volume is attractive. The prospect of increased profits represented in that extra volume is still more so.

#### Wrong Shoes Worn

With the exception of nurses, who wear shoes specially designed for their work, and of the relatively few

women who wear special safety shoes, women workers everywhere are wearing shoes to work that are appallingly unsuited to the purpose. Survey after survey has proved this, and even the most casual observation among any group of women at work will convince anyone that the footwear commonly worn by women on the job is almost always unsuited to their needs, generally unhealthy, and frequently unsafe.

Commonly found footwear among factory workers, who place comfort first as a work shoe requisite, included large proportions of badly worn play shoes and casuals, probably the poorest type of shoes that can be chosen for work wear. Run-over heels, worn out soles, torn uppers, and wide-open styles are the rule rather than the exception. Factory workers who wear such shoes continuously undermine their bodily and foot health and are constantly exposed to the dangers of foot infection caused by piercing the foot with sharp objects through thin soles, crippling foot injury through dropping objects on unprotected feet, painful bruises and lacerations caused by kicking against chairs or mon and most fatal of industrial injuries, and bad falls—most common.

Office workers do not wear the sloppy shoes commonly found in factory wear, because they have a greater desire for appearance. The shoes commonly worn by office workers are no more suitable for their purposes, however. Many are too tightly fitted, improperly constructed to meet the requirements of work

wear, too highly heeled for safety at work, and styled too wide open to provide adequate support of feet on the job.

Retail clerks, waitresses, and other workers who spend their working hours on their feet, are prone to wear shoes that are fitted too large, clumsily constructed, and too heavy. Frequently such workers buy oxfords designed for outdoor walking, and unsuited to indoor work wear. Sizes that are too large are chosen in a fruitless effort to secure comfort.

The most common complaint of all working women is "my feet are killing me", a plaint that may be more truly spoken than the worker realizes. It is certain that more physical ills can be traced directly to improper work shoes than their wearers are aware. For, as the National Foot Health Council has pointed out, "when your head is 100 percent, and your eyes are 100 percent, and your feet are only 50 percent, your average is 83⅓ percent—but your physical efficiency is only 50 percent."

The fact that this whole condition is not new, and that women workers have worn improper shoes for generations, does not make it more acceptable to the workers or their employers, and it should not continue to be accepted by the shoe industry, either.

#### Shoe Industry's Stake

The shoe industry has a big stake in developing this potential market, and it has a still bigger responsibility to do so. For no matter how much the need for better work shoes is recognized by workers, employers

and others, the need will not be met until the shoe industry designs, makes, and sells suitable work footwear for women.

Improper work shoes are causing discomfort to millions of working women every day in the year. They are responsible for much of the poor foot health and some of the poor general health found in this group of women.

Employers report that workers who consistently wear improper work footwear are less productive, less efficient, more accident-prone, more irritable and more inclined to excessive absenteeism than those who are better shod.

Foot health authorities unanimously agree that the need for better work shoes is the most pressing footwear need of women.

Large employers of women have repeatedly pledged their cooperation in any study by the shoe industry of the work shoe needs of their employees.

### Receptive Market

Now, is this potential market receptive? In other words, would these 17 million women workers buy suitable work footwear if it was available?

The earlier study reported in *Leather and Shoes* in 1942 and 1943 showed a receptive market. The present study, covering a still wider area of female employment and needs under postwar conditions reveals that these workers are more receptive for good work shoes than they were six years ago. Women workers learned many good lessons in personal efficiency during the busy war years. Many of them worked in war plants where efficiency was constantly at a premium. Many wore special work clothes, designed for safety and comfortable efficiency. All of those experiences increased workers' recognition of the importance of suitable work wear in general and work footwear in particular.

A recent example is noted in the experience of Reeves Bros., Inc., a large textile manufacturer which operates mills in Georgia, North Carolina, and South Carolina employing 6,700 women.

Some time ago this manufacturer contracted with Mrs. Helen Cookman, designer of wartime uniforms, to plan clothes to fit each job performed by their women workers. Work motions in various job categories at the mills were studied. Points of greatest strain were explored, and in the new designs these

points were reinforced with seam engineering and other features calculated to lessen wear.

Comfort was emphasized, but still the garments were good to look at—important for morale. Sturdy fabrics were used in all instances on the theory that they more than paid for the initial expense in increased durability.

The experiment in the Reeves mills was so successful that interested observers from other industries came to see, and suggested that Mrs. Cookman do similar designs for them. Reeves' customers, the cutters, were also impressed. They saw wide sales possibilities in the new garments and asked to use the designs. So Mrs. Cookman was told to go ahead with designs for all kinds of jobs outside of textile manufacturing, and various garment makers throughout the country were licensed to make the clothes, using Reeves fabrics exclusively.

Many months of research and on-the-job observation preceded the actual designing. The finished products were work clothes really made to fit specific jobs.

Such experiences as these emphasize the receptivity of the market for women's work clothes, and the fact that over-emphasis may be placed on fashion promotion by women's clothing and fabric manufacturers—and by women's shoe and leather manufacturer.

### Can't Find Shoes

Now, what about shoes. The use of improper and impractical work footwear except in cases where specialized footwear is required, is so general that for practical consideration it may be considered universal. Yet, in spite of this general acceptance of faulty work footwear, 59.1 percent of more than 17,000 women questioned in this study stated that they were not satisfied with the shoes they are wearing at work. Those who were further questioned as to why they did not wear more suitable work shoes, if dissatisfied with those now worn, were almost unanimous in their answers. They declared stoutly they were unable to buy satisfactory work shoes, and that the make-shifts they are now wearing are as satisfactory as any they could obtain exclusively for work wear. "So why spend extra money for work shoes that feel as uncomfortable and insecure as those we are now wearing?" they ask.

Only 26.1 percent of the working women questioned stated that they

are satisfied with the shoes they now wear to work; 66.6 per cent are dissatisfied, and 7.3 percent expressed no opinion. This raises the question as to why these women are wearing shoes that are obviously unsuitable and are unsatisfactory to them.

Well, 54.4 percent of the women reported that they are now buying extra shoes for work wear, and are not using discarded street shoes. Over half of a large and representative group of working women buy work shoes and are not satisfied. Does not this fact indicate a ready, receptive, and unserved market?

### Profitable Market

Finally, is this market potentially profitable?

To be profitable, a market must represent volume consumption. Seventeen million customers, with more being constantly added, represent real volume demand.

A profitable market must have purchasing power. Seventeen million pay envelopes represent purchasing power of tremendous proportions.

Individual sales must be profitable to insure aggregate profits. If new customers simply want cheap merchandise at bargain prices, a long educational program is required to establish the market as profitable for concentrated development. Consider these figures on the views of these waiting customers for better work shoes. Roughly two percent of the workers questioned said they would pay top prices for good work shoes, seven percent would pay prices in the high brackets, 14 percent would pay medium-range prices, 31 percent wanted good work footwear at thrift prices, and only 10 percent said that "cheap shoes" were "good enough for work."

Furthermore, about 10 percent were willing to pay more for work shoes, if good, than they now pay for dress shoes; 15 percent would pay about the same, while 55 percent thought work shoes should be cheaper. (A number of the latter are now buying dress shoes in the higher price brackets, so their idea of "cheaper" work shoes would place their desires in the medium price field. No complete figures, however, were obtained to show the extent of that situation.)

No market can be profitable unless the product sold in that market is profitable to make and to sell. Shoes that would be most suitable for women's work wear are shoes that

(Continued on page 32)

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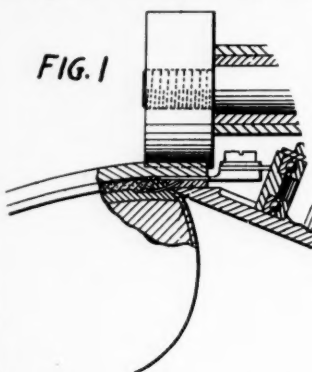
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# New Developments

## Attaching Heels With Plastic

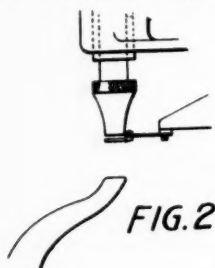
Here is a plastic heeling machine. This machine really heels a shoe with plastic—no nails of any kind, hence, a nail-less heeling machine.

The bonding with plastic must be air-tight or sealed against any entry



of air, moisture, or foreign interference. Therefore, heel attaching with plastic must be based on this vital principal.

This machine does precisely that. The shoe shown is clamped tightly to the heel seat, insuring tight fitting



of the edges of the heel on the shoe. Then down comes the overhead plunger that fits into a hole running the entire depth of the heel, and through which plastic is shot into all the area in the cup of the heel,

under a heated condition of, say, 370 degrees F. And the pressure of the machine develops about 80 pounds a square inch, which when applied to the shoe may build up to 4500 pounds to the square inch, depending on the tightness of fit.

There are various ways of creating anchorage within the cavity of the heel seat, ways in which even a men's heel can be so attached. However, the point in mind is the terrific speed with which this type of heel may be attached with little or no skill.

This can be done with the solvent type of cement, but that is relatively slow. This field is exclusively plastic. For those who want to try out a successful plastic composition, the following is indicated:

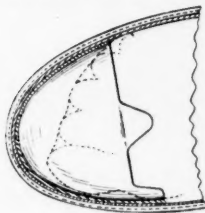
Ethyl cellulose medium viscosity (ethoxy content 48.5 to 49%)	Grams
	233
Calcium stearate	3
Diphenyl amine	3
Di (o-xenyl monophenyl phosphate (plasticizer)	67
Phenolic resin, thermoplastic type	30

The question arises whether this thermoplastic makes for a more permanent bond than the usual cement cut with a solvent. There seems to be very little difference. The thermoplastic type penetrates more completely; yet the application of heat somewhat nullifies the tackiness. In short, there is very little on which to make favorable or unfavorable comparisons. The real interest lies in greater speed and less skill and the total absence of nails.

## New Box Toe

Except for the old leather type box toe, all modern box toes are applied in softened state either through the medium of vapor heat or solvent (the application of heat after the box has been lasted is not too commercial.)

The only difference between this box toe and the conventional sort one may observe easily—the extension in the center and on the left side, all beyond the tip stitching line.

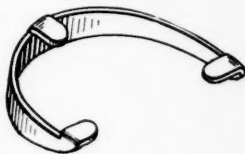


On the left shoe, the order is reversed. However, this extra addition to the box toe prevents the development of the long crosswise wrinkle that soon appears on most shoes after a few weeks of wear. Obviously, with the box toe carried into this wrinkle forming area, the line of the wrinkle cannot very well progress or permit a long wrinkle entirely across the vamp. The idea is as simple as placing a supporting post on a cross beam in the cellar in order to prevent the floor from sagging. In the same way, a wrinkle can be prevented from forming across the shoe vamp.

## Longer Wearing Heels


One of the numerous methods of making wear-resistant heels is indicated in the drawing. This is really a band of metal incorporated into the heel before molding and shaping. Hence in actual wear, the band of metal does not show.

Note also that this band is so shaped as to taper off towards the



two ends. In this way, the greatest metal resistance is at the point of greatest wear, the end of the heel. Again, the tapering off exposes more of the composition rubber to reduce the road shock on the foot, at the time providing for sufficient wear resistance.

The bent-over tabs, when molded into the rubber heel, tend to hold the band in place as wear on the heel surface exposes more of the band. Otherwise one might be tempted to pick away at the slightly projecting band as one does a pimple.

A black and white illustration of a shoe, possibly a high-heeled pump, with a snake coiled around it. The snake is depicted with a detailed scale pattern and is positioned as if it is about to bite the shoe. The background is dark and textured.

# They're all Allergic ...to Vapor

## They just can't take it!

Genuine reptiles are usually bark-tanned and are quickly and permanently discolored by steam.

Do not attempt to steam-soften thermoplastic box toes in reptile uppers. Get your Beckwith agent's recommendation in advance of cutting uppers.

Depending upon which practice your conditions best favor,

he can either supply you with dry heaters or arrange for your temporary use of canned prepared solvent box toes which require no solvent wetting at pulling-over.

# Beckwith



## Premolded Plastic Welting

Plastic welting has been in vogue for several years. That it works satisfactorily and offers saving in many ways, as no wetting and no waste



FIG. 1

owing to uniformity, cannot be denied. Yet plastic in welting form will not conform as snugly to the upper bedded to the insole margin as mulled leather welting. For this



FIG. 2

reason, a danger of loose in seams, the use of plastic welting has been retarded.

Fig. 1 introduces a new development in the making of plastic welting, a kind of L-shaped molding of

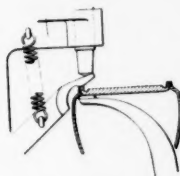
the plastic, together with a U groove visible on the inside corner of the L. Fig. 2 shows the same development with the added innovation of an appendage visible on the long outside of the L. This appendage serves as a kind of storm welting.

Whether more insole margin may be needed with this plastic welting is a question that every user will have to work out for himself. Most assuredly, though, this plastic welting will not conform so readily as a mulled leather welt, hence the need to emphasize more clearly defined bedding of the upper to insole margin, especially to avoid an increase in the strapping of attaching welting around the toe. And careful attention must be given the tension mechanism that the utmost tension pull is given.

These precautions are minor as compared to the saving and improvement in quality when this plastic welting is used. Exactness and uniformity of the in seam line is obvious; a cure for dropping of the welt from the groove may be accomplished, the welt just cannot drop with this firm L molded construction; and total elimination of the need for welt beating is something to consider in cost saving.

## Turn Seam Pounder

The accompanying illustration reveals new developments in Turn structure. Less than a year ago, a new development disclosed how to make a Turn shoe on the ORL, Good-year Stitcher. This meant the use of a lockstitch seam for permanency, and the entire absence of a last in this assembly. Then the shoe thus



made was turned, an easy matter as the material used was felt or lighter leathers. But before the shoe was turned, and after the seam was trimmed as low as safety would allow, there still remained the problem of a bunched seam in relief.

The illustration herein demonstrates a machine relieving this problem, as well as a simple mechanism, originating no doubt in the old type of Welt Beating Machine. The lever

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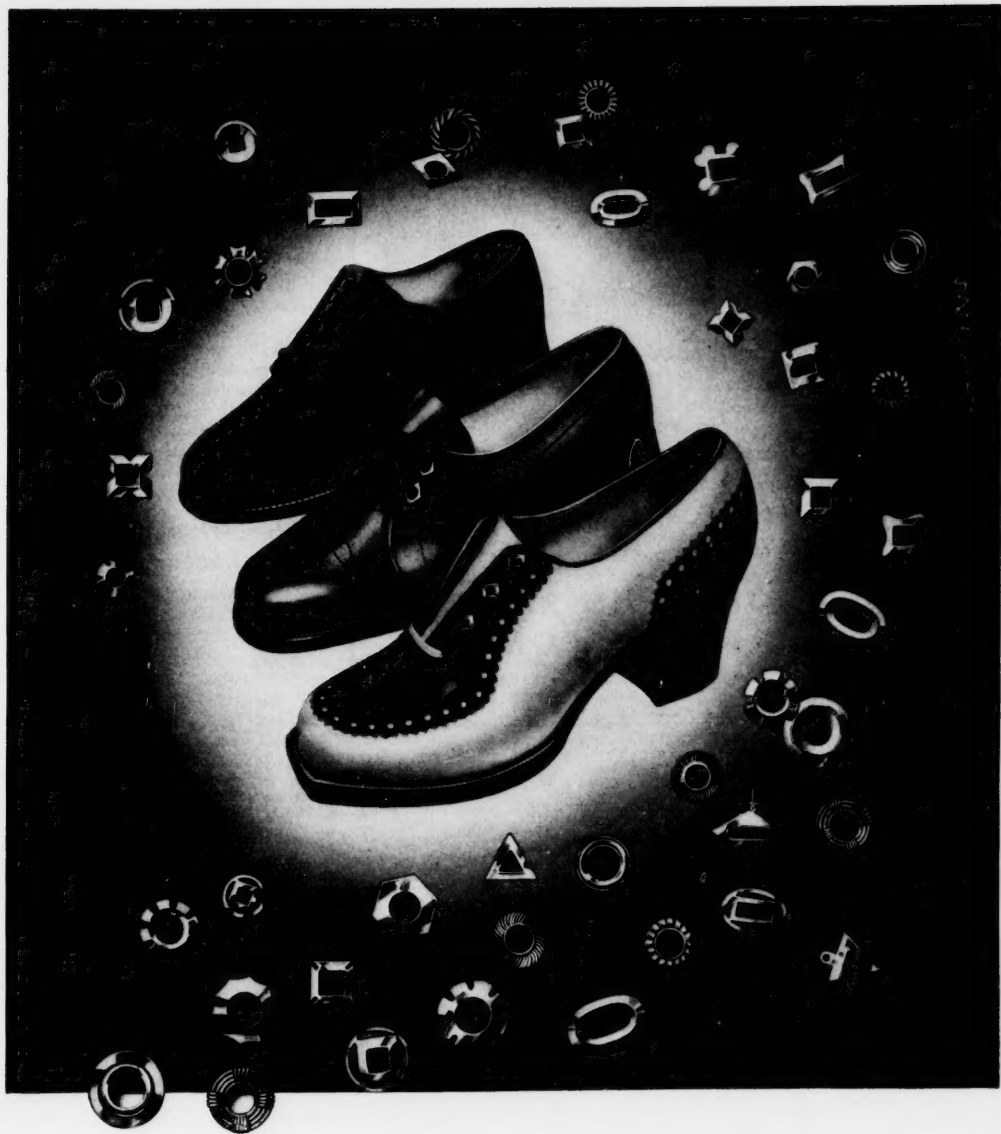
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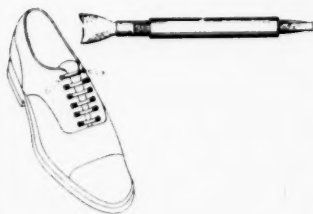


shown pounding down the seam is designed with a curved inside shape that permits unrestrained flattening of the seam—the cut-out part of the lever clearing away any resistance that otherwise would cause the stock of the upper to interfere. But the hammer pounding down on the lever is equally important, fitted as it is with a leather end-piece so as to relieve the shock of metal against metal.

The use of a conventional horn permits free swinging of the stitched shoe in all its parts, including the toe. This intermediary of a pounding lever between the seam and hammer is so shaped as to form the seam not only to a flattened position but to shape the in seam inwards, so making for greater shapeliness and ease in re-lasting.

## Interlocking Shoe Lace

The illustration here of a shoe lace is different from the ordinary lace in that its metallic ends, at the completion of lacing and drawing up the shoe, lock together pretty



much as the rubber of a lead pencil fits into the serrated tip for holding the rubber from dropping out of this receptacle.

But unlike the construction of a rubber end lead pencil, this shoe lace locking arrangement also is fitted with a long slot, in the receiving piece, and a corresponding key in exact relief. With this construction it is a simple matter to insert the smaller end of the lace till the lacing is taut. Then, merely by turning the ends in opposite directions, the key departs from the slot and is thereby jammed into the serrations of the side wall.

• Fred V. Ayres of Miami, Fla., has been appointed resident representative to handle southeastern U. S. sales for Stacy-Adams Co., Brockton shoe manufacturers.

# Buckles by Riker

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# Technical Tips To Shoe Foremen

## Buffing Outsoles

Loss of production and needless accidents have arisen from improper buffing of the flesh side of rubber or composition soles having fancy or decorative bottom designs.

The word "flesh" is as good as any, though one generally limits the terms flesh and grain sides to leather soles. Nevertheless, the sole of this type has to be buffed or scoured on the side to be cemented, for obvious reasons.

This weight of sole with these knob-like bottoms cannot be Goodyear stitched but has to be cemented on with the use of a press, so there can be little hope of avoiding this necessary operation of buffing.

Many factories merely instruct the operator of the buffing machine to hold the sole in hand against the revolving buffing roll. Here anything may happen; for one thing, the job

is not uniformly done; for another, the method of holding is insecure, so that frequently the sole is snapped out of the operator's control, flying either into the room or down through the blower. And if the operator clings to the sole in the process of going down the blower, he may find part of his body and clothing caught in the buffing roll. In short, anything can happen.

Some manufacturers overcome this danger entirely by use of a wooden form whose surface configurations are in high relief so as to sink into recessed or intaglio configurations of a sole of similar design. The real sole and the wooden form are "mated" for contact.

On the back side of the form is a plate or handle which may be held manually or serve to fit into a swinging jack. In this way one may realize the entire assembly—sole suspended

by the wooden form—so that the operator at no time has his hand on the rubber or composition sole, and thus is protected from any "jumping" of the sole regardless of whether the wooden form is held manually or mounted on a jack.

—Hermilye Golthier

## Method of Platform Covering

Many suggestions have been offered as to better methods of applying platform coverings. One of the better methods in vogue is the adaption of the Puritan machine, fitted with a very small work table, together with a suitable folder or guide for carrying the platform material to the platform during the feeding of the machine. The needle, in work of this kind, may be removed. But the awl is very much in evidence for feeding purposes.

The Puritan machine so fitted assumes a similar function as is accomplished in the making of a stuck-on-rib insole now coming very much into vogue.

The platform is covered with strips that have been skived to the required and uniform thickness. In one particular factory, there are three sizes of platforms, requiring that the strips be cut up into corresponding sizes or

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lengths. After this cutting to the required length, the pieces are skived.

It seems unfortunate that this material has to be cut up into these short lengths owing to the need of skiving, thus making the possibility of running the folding material uncut through the folding guide. However, there is some relief.

After the pieces are cut and skived to the required length, they are zig-zagged together. In this way there is little loss of time in the attaching of the folding material.

All efforts to avoid this cutting and skiving must be discouraged, for to attempt to run the material through without cutting and skiving means a sad mess in the varying width of the platforms caused by uneven thicknesses in the binding material unskived.

The subsequent operations of roughing for better cement bonding are conventional.

—Hermilye Goltchier

## How Long the Stitch?

The stitching on the upper is usually a matter of quality. The finer the stitch the better the mark of quality. There are rules, of course, determined by the size of thread and needle, with consideration for the material.

Other parts of the shoe come up for more questioning, especially the welt in seam and the outsole stitching. With the former, one has to consider the size of needle, thread, and material. Briefly, the welt stitching in the Goodyear welt in seam should measure from four to five stitches to the inch. Most of the prevailing welting machines do not stitch evenly, due to poor clamping of the shoe in operation—a stitch length for every mood. The operator may start off by basting two or three stitches to the inch. Before he ends the operation he may have five stitches to the inch. This applies to women's shoes that should be sewn with chain stitches varying from four to five to the inch; this much variation cannot be avoided. Men's should vary from three to four to the inch.

The average outsole curved needle stitching machine usually is run at 600 r.p.m. At this speed, do not expect more than ten stitches, better nine, to the inch. At a speed of 400 r.p.m., this machine, ORL, will do excellent work in the way of 14 stitches to the inch—54 awl and needle.

Whether in the presser foot lock,

the cam foot lift, or elsewhere, this machine usually will not give an even stitch; on side will measure eight stitches to the inch, while the other measures nine to the inch. No avoidance except to slow down the machine.

Variation in the mulling and fibre of the outsole will cause anything but uniform outsole stitching.

It is unfortunate that the clamp feed machine, which tends to sew evenly regardless of the texture of leather, is not more available to the U. S. manufacturer. Until such time, one must be content with twelve stitches to the inch on women's shoes, and nine or ten to the inch on men's shoes—for practicable purposes.

—Hermilye Golthier

### Thick-Edge Sole

The first step in securing a heavy edge (increasing the iron thickness) lies with the welting manufacturer, who lends the running start with his heavy-edged welting; that is, narrow or thin on the welting operation side but increased to any desired thickness on the outer or visible edge. The illustration shows how one welting manufacturer contributes to this idea. This bit of welting is nearly 12 irons in thickness. Even before the sole is attached to the bottom there has been established a sole of 12 irons, so far as the public eye goes.

The next step is attaching the sole. Here it seems a waste of money to attach an eight or nine iron sole; so the manufacturer, thinking of his consumer, gives that consumer a quality sole of, say, five irons. To satisfy the illusion of a heavy edge, the manufacturer needs only to add a midsole of six or seven irons, made of fibre board.

The buyer of this shoe enjoys the sturdy construction of a shoe whose heavy edge totals twenty-three or twenty-four irons, which in addition to the cement used makes for a shoe edge of more than half an inch.

There are other methods of giving the consumer a still heavier edge at no greater cost, but it is important that when the iron thickness is increased in this manner, there should be an increase in the quality of the thin sole used. After all, a Goodyear Welt should wear as long as a California shoe.

—Hermilye Golthier

# BALANCED

✱

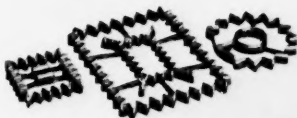
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# Foreign News And Markets

## Holland ...

### Hides And Skins

The cattle population stands at 2,400,000 as compared with 2,800,000 in 1938. Imports of hides and skins for 1947 were:

Cattlehides .....	21,860,000 tons
Buffalo hides .....	352 tons
Horsehides .....	8 tons
Calfskins .....	196 tons
Sheepskins .....	99 tons
Goatskins .....	117 tons
Hare and rabbit skins .....	6 tons
Lizard skins .....	9 tons
Snake skins .....	7 tons

Exports for 1947:	
Cattlehides .....	543 tons
Calfskins .....	4 tons
Goatskins .....	3 tons
Sheepskins .....	35 tons
Hare and rabbit skins .....	104 tons

Note: Due to dollar shortages, most imports were from sterling areas.

### Leather

In 1939 there were 90 leather

firms with 10 or more employes each, and 55 smaller ones with a total of 3,842 workers. The figures are about the same now. Total 1939 consumption of hides and skins amounted to 5,100,000 pieces. Due to shortages of rawstock and dollars, and prices, prewar consumption levels have not quite been regained yet. Due to heavy livestock losses during the war, slaughters have appreciably declined with a corresponding decline in available hides and skins. Holland is more dependent on imports, which have not been forthcoming in required amounts. In 1939 the 90 larger tanneries processed 5,000,000 hides and skins as against only 100,000 by the smaller tanneries. Most tanneries are fairly modern in equipment and methods, but machinery replacements are sorely needed. The

leather industry is concentrated in the southern part of Holland.

Most hides are vegetable tanned. Eighty-nine percent of the tanning materials are vegetable, 11 percent chrome and other. Production of vegetable-tanned upper leather in 1938 was 160 tons; Java box, round-box and other cattle leather amounted to 13,600,000 square feet; box calf and suede, 14,650,000 square feet; patent, sheep, goat and horse leathers, 1,601,000 square feet; lining leather, 4,600,000 square feet. As slaughters and imports have been lower, present production of upper leather is much lower than prewar levels. Production of fancy leathers has also been small.

The sole leather industry recovered well in 1947. It now supplies all domestic leather needs domestically. Reconstruction has been completed on three important sole leather tanneries. Imports of sole leather declined to 493 tons in 1947 as compared to 2,335 in 1946. Sole leather output in 1939 was 9,100 tons, imports 150 tons, exports 1,000 tons, domestic consumption 8,250 tons. Domestic needs for sole leather are about 10 percent above 1939.

Production of belting and technical leather in 1938 was 632 tons, enough for domestic needs. Imports that year were 111 tons, exports 138 tons.

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Production and imports of these leathers are currently below needs.

Prewar leather exports totaled about \$4,300,000 annually. Manufacturers are pushing exports, as those firms showing good export figures get priority on needed machinery, raw materials, etc. But current leather exports are still far below prewar levels. The U. S. has been losing ground to Argentina as a postwar exporter of leather to Holland. There is great respect for U. S. leathers, but prices are too high.

Exports of box calf, velvet and other upper leathers—chiefly to the U. S.—were 137 tons in 1947 (compared with only 23 tons in 1946). Imports of box calf and velvet leather increased to 122 tons in 1947 from 53 tons in 1946; chrome side leather imports were up to 344 tons in 1947, slightly above the previous year. Imports of lining leather were 131 tons in 1947 as compared with 41 tons in 1946. The U. S. was the chief supplier, furnishing about 37 percent of all imports.

#### Shoes

In 1938 there were 186 shoe factories with 25 or more employees. Production, after a severe wartime decline, is now at about 1,000,000 pairs a month. Most output is for domestic consumption, though a small export trade is being built. There are now about 309 shoe factories. Only about a dozen have permits to make women's luxury footwear. The quality of the shoes has not been good, as the best leathers are being exported to acquire needed dollars. Many substitute materials are being used for shoes and other products ordinarily using

#### Portugal . . .

Portugal does not produce sufficient hides and skins for its own needs. Exports are low, chiefly goat and sheep skins, about 150-300 tons a year. All raw materials are allocated by rigid government controls. Exports are licensed. Imports are limited by high duties. Dry and green leather. Shoe output is again at pre-hides comprise 75 percent of the normal imports and are supplied chiefly ported to have surplus inventories. war levels, and many factories are re-by Brazil and Angola.

#### Leather

Sole leather is the most important of the leather imports, coming chiefly from Portuguese and French colonies. It is reported that all types of leathers from the Americas have been pro-

# BALANCED

\* see page 15

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hibited. This is the result of pressure on the government by domestic tanners, who are trying to restrict leather imports from all sources.

The country has about 265 tanneries, one half of them located in or near Lisbon. About 80-85 percent employ one to 20 workers. There has not been much technical progress over the years. As a war neutral Portugal was able to step up production and business. Sole leather, for instance, is now double 1938 output. Shoe production jumped from 375,000 pairs in 1938 to 900,000 pairs now.

Leather production figures for 1946 were as follows:

Coarse upper leather .....	796 metric tons
Sheep and cordovan .....	498 metric tons
Industrial .....	119 metric tons
Splite .....	161 metric tons
Offal .....	710 metric tons
Saddle .....	134 metric tons
Cattle (alum) .....	7,607 metric tons
Calf .....	1,679 (1,000 sq. ft.)
Lining .....	4,646 (1,000 sq. ft.)
Fancy .....	230 (1,000 sq. ft.)
Kid .....	1,076 (1,000 sq. ft.)
Glove .....	7 (1,000 sq. ft.)
Chamois and suede .....	1,110 (1,000 sq. ft.)
Patent .....	91 (1,000 sq. ft.)

### Tanning Materials

Local production of tanning materials covers only 25 percent of the country's needs. The 1945 figures (in metric tons): bark, 6,941; extracts, 4,201; chrome salts, 611; alum, 77; other mineral, 71; castor oil, 23; whale oil, 119; codliver oil, 42; other oils, 93; tallow, 197.

### Shoes

Consumption of leather shoes has risen from 250,000 pairs in 1938 to about 950,000 pairs now. With imports negligible, the increased footwear is chiefly from domestic sources. In the same period, consumption of low-grade slippers has fallen from a prewar annual consumption of 2,000,000 pairs to 500,000 pairs at present; almost all of these have rubber soles.

Only 20 shoe factories can produce 1,000 or more pairs a month, and only six of these are mechanized. Most factories use hand methods. Though domestic leather is not particularly good, shoes are well made. Importation of better grade leather is held to a minimum by high protective tariffs. About 70 percent of the leather used by shoe manufacturers is of local origin, the remainder furnished chiefly by Brazil and Portuguese colonies. Sole leather is used for counters and box toes; linings are chiefly of sheepskin and cotton duck. Plastics have been tried but discarded. There is no specialization in shoe factories. There are scores of small shops.

There is a very small market for

LEATHER and SHOES—January 1, 1949

luxury footwear which sells for 12-16 dollars a pair. A popular type of cheap slipper sells for about 20 cents a pair, and consists of a poor grade of canvas upper and a rubber or cord sole. The shoe industry is seeking new export markets (these are restricted now to Portuguese colonies). Some business is being done with Switzerland and Sweden, chiefly in the cheaper types of shoes.

### Poland...

Import plans for 1948 called for \$65,000 worth of processed hides from Britain, France and Switzerland, and \$40,000 worth of sheepskins from Britain, France and Rumania. The leather industry failed to reach its 1947 quotas due to a shortage of raw materials. The program was only 80 percent fulfilled. The 1947 plan called for 31,000 tons of tanned hides, but hit only 19,000, though this was a considerable jump from the 3,500 tons of 1946. The 1947 output of leather was as follows:

Sole leather .....	4,330 tons
Belting .....	350 tons
Calf .....	207 tons
Box calf .....	66 tons
Russian calf .....	489 tons
Upper .....	1,020 tons
Fancy .....	85 tons
Technical .....	269 tons

The 1948 quotas call for 32,000 tons of tanned hides, 480 tons of leather belting, 276 tons of technical leather, 3,500 tons of pigskin leather. A box calf factory is being built with a yearly capacity of 600,000 square meters of uppers. A state plant is planned for making synthetic extracts and tannins. Leather and shoe factories are undergoing modernization plans, with equipment and machinery coming from Czechoslovakia. Poland is more and more becoming the right industrial arm of Soviet Russia. Its present industrial index stands at about 125 (with 1938 as 100). Its abundant coal and other essential resources give it the necessary means to step up production.

### Shoes

Poland recently purchased from Czechoslovakia 1,200,000 pairs of men's and women's shoes for the working population. These are being distributed through the trade unions but are not being sold on the free market. They are being used as incentives for workers to step up production. Shoe output in 1947 was 6,500,000 pairs, of which about half were of leather. The 1948 quota is set at about the same figure. However,

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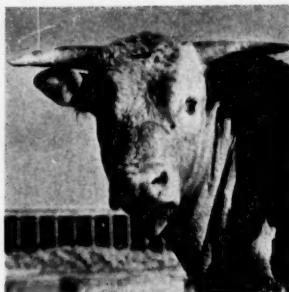
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production of shoes for the first quarter was sharply above that of the same period for 1947. Output of leather shoes was doubled. Figures for the first quarter of 1947 are 1,102,000 pairs (546,000 pairs for first quarter of 1947); for non-leather shoes output was 802,000 (as compared with 907,000 pairs in the first quarter of 1947). Shoe prices, however, are still exorbitant, a pair requiring about three months' wages. Poland is still far short of its shoe requirements.

### Denmark . . .

The cattle population is 3,170,000 as compared with 3,330,000 in 1938. Wage earnings are up an average of 80 percent over 1939, living costs around 63 percent higher. Male shoe workers' wages are up more than 100 percent over 1939, women around 98 percent. Hourly wages for male shoe workers in Copenhagen average about 73 cents; for women, around 44 cents. In the provinces male shoe workers receive 55 cents an hour, women 45 cents.

### Work Shoes . . .

(Continued from page 18)

would also be most profitable to manufacture and sell. Generally speaking, such shoes would be simply designed oxfords or pumps in tailored styles, well constructed, and made of good leathers. Such shoes require lower manufacturing costs than high fashion and novelty styles and, because they are staple and change little in style from season to season, they are not subject to seasonal lags and losses.

There is the waiting market—large, powerful, receptive, unsatisfied, and willing to pay.

Is the shoe industry guilty, as charged by many women workers and more than a few employers and others, of inertia and inattention to the needs of this group? Or are the customers, themselves, at fault for failing to buy and wear suitable work footwear? Are shoes now available that will satisfactorily meet the needs of these workers, or must a whole new line of women's footwear be developed to serve work needs?

Opinions that differ and are challenging will be reported in the concluding article of this series.

# LABOR NEWS

Unless Mass. shoe manufacturers agree to retain provisions of the 1948 contract in the 1949 contract, some 12,000 shoe workers in 84 eastern Mass. shoe factories will go on strike. Monday morning, Jan. 3, William E. Thornton, regional director of the **United Shoe Workers of America, CIO** announced this week. Thornton made the statement after negotiations broke down at a six-hour conference in the State House in Boston.

The meeting marked the third attempt at conciliation made by the state under the direction of Conciliator William C. Horneman. Union officials, backed by a strike vote taken in all Mass. locals located in the shoe manufacturing area, turned down proposals by Chester T. Skibinski, chairman of the board, on the ground that the union had already made concessions to employers.

Negotiations were carried out under Horneman's direction until Skibinski suggested arbitration. The wage question was settled when both sides withdrew their demands. The union was asking for a 10-cent hourly increase while the manufacturers demanded a wage reduction of 5-cents hourly.

After the session, Skibinski issued a statement in which he said only three issues remained for settlement. They are: a six months wage reopening clause to which employers are objecting, holiday pay and vacations. After a caucus, union officials refused to arbitrate the three points, claiming that they had made concessions already. A final attempt at settlement will be made on Dec. 31, the last day of the 1948 contract.

Employees of **Viner Bros., Inc.**, Bangor, Me. voted against accepting the **Boot and Shoe Workers Union, AFL**, as bargaining agent. The vote was 186 to 156. The union also lost a similar election held at the **Sandler Moccasin Co.** by a vote of 63 to 59.

A third National Labor Relations

Board election held in the Maine area found the **USWA, CIO**, victorious in an election held at the **Penobscot Shoe Co.**, Oldtown. Workers at the **Minot Wood Heel Co.**, Auburn, voted almost unanimously for a union-shop security clause requiring membership in the **USWA** as a condition of continued employment. Of 73 employees eligible to vote, 67 cast ballots and 66 voted for the security clause.

Under the clause, non-union workers may be hired by the management but must join the union after a certain period has elapsed.

Ray Reasoner, field representative of the **United Rubber Workers Union, CIO**, told former **Goodyear Footwear Corp.**, Clinton, Ill., employees that the firm would pay them off as ordered by the recent National Labor Relations Board ruling. The NLRB ordered the company to pay union workers the amount they would have received during the lay-off period between Dec. 4, 1946 and Aug. 27, 1948, less their net earnings during the period.

Reasoner said the firm has 10 days in which to inform the board of its intentions and 60 days to carry out the ruling or appeal the decision in a federal court. It may declare bank-

A six-week strike at the **McQuay Tanning Co.** in Owen Sound, Ontario, Canada, was settled recently with Mayor E. C. Sargent acting as arbitrator. The employees, members of Local 221 of the **International Fur & Leather Workers Union, CCL**, returned to work Dec. 9. The workers accepted a wage increase of 8-cents hourly. The new one-year contract provides a week's vacation annually and all statutory holidays with pay. The union originally asked for an 8-cent hourly increase retroactive to April and an annual two-week vacation.

chairman of Saskatchewan Govt. Industries. Lloyd stated that the shutdown was made in accordance with policy already stated and the "seasonal practice of the trade."

Ample stocks were on hand to fill all sales until the spring season opens, the Govt. official said. It was reported several weeks ago that surplus stocks on hand might force a shutdown, particularly as the type of shoe being manufactured was not in demand. Premier T. C. Douglas disclosed at the last session of the Legislature that there had been a loss in operations.

About 50 persons have been employed producing work shoes at the plant, one of several Crown industries established by the CCF government.

## Soesbe Potter Lea. Co. to Appalachian Tanning Co.

Announcement has been made that as of Jan. 1, the **Soesbe Potter Leather Co.**, Tullahoma, Tenn., is being taken over by the **Appalachian Tanning Co.** The latter is a newly-formed corporation listing Lee Soesbe, Faith Soesbe and R. D. Potter as incorporators. There is no change in the management or the business.

The former company tanned leather which it manufactured into leather coats and jackets.

## Canadian Govt. Plant Shut

A winter shutdown of the CCF government owned shoe factory and tannery located at Regina, Sask., was announced recently by W. S. Lloyd,



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# SPOT News

## Massachusetts

● J. Joseph Condon, director of sales promotion and advertising for the Ouimet Stay & Leather Co., Brockton, has been elected president of the Boston Shoe Travelers' Assn. R. J. Potvin, president, Potvin Shoe Co., Brockton, was named vice president. The association, founded in 1901, is the oldest shoe salesmen's organization in the country.

● Brock Chemical Co., North Abington, has expanded its manufacturing facilities. Dr. V. F. Harrington is now in charge of the company's laboratories.

● Three Star Shoe Mfg. Co. has been incorporated in Lynn with an authorized capital of 30 shares common stock at \$100 par. Abraham Hochbaum is president, David K. Hochbaum, treasurer, and Irving Zai-gar, clerk.

● It is reported that assets of the Arthur Magee Shoe Co., Inc., Lynn footwear manufacturers, have been sold by the Assignee.

● Harry Weinstein, president and treasurer of the Weinstein Shoe Co., Lynn, was sentenced to four months in jail and fined \$1000 after pleading guilty in Federal court to income tax evasion. The firm, also charged with tax evasion, was fined \$1000.

● Edward Czerniawski, formerly with the Winston Shoe Co., Salem, has joined the Haverhill office of International Shoe Machinery Corp., Cambridge. He has wide experience in lasting room problems. Jesse True, former lasting room foreman with the Brown Shoe Co., joins the firm's St. Louis office.

● The New England Shoe Foremen and Superintendents' Assn. reports a heavy demand for tickets to its Fifth Annual Banquet to be held Jan. 8, Hotel Statler, Boston. A fine program has been arranged.

● Max Klayman, president of Jean's Inc., Haverhill, recently appeared in Federal Court for disposition after pleading guilty to charges of income tax evasion. Judge Francis J. W. Ford said that the recommendation of Asst. U. S. Attorney Joseph M. Hargedon would be a penitentiary sentence for the criminal side and fine. Tax deficiency is reported at \$200,000.

● The City Council of Newburyport has appropriated \$50 for use in an effort to keep Kent Shoe Corp. from leaving. The factory, owned by the A. S. Beck Shoe Corp., employs some 500 workers.

● A settlement out of court has been made between the Winston Shoe Co., Salem, and Morris Feldstein & Son Co., Boston leather wholesalers. John and Joseph Rimer, owners of the Winston firm, were sued by Feldstein to recover funds for a quantity of split chrome tanned leather bought by the shoe firm in 1946.

● Walter List, Boston, has been named general manager of the Spack Shoe Co., Roxbury. List has been associated with the shoe trade for the past 40 years.

● Officials of the United Shoe Workers of America, CIO, and the Boot & Shoe Workers Union, AFL, presented checks to General Charles H. Cole, former chairman of the Mass. Board of Conciliation and Arbitration, at a recent testimonial farewell party.

● Alfred Biegel and Jerome Palter recently joined the Kleven Shoe Co., Spencer. Biegel, formerly with Florsheim Shoe Co. in St. Louis, will be in charge of sales and styling while Palter, formerly with Consolidated Footwear Corp., Malone, N. Y., will sell the firm's line.

● Edward W. Roberts, recent owner of the Robb-Way Shoe Co., is now with Apt-Sandler Mfg. Co., Boston. He is in charge of production of the firm's new line of platform type shoes.

● N. H. Gallagher, former owner of N. H. Gallagher Shoe Co., Inc., Haverhill, is now with George McCarthy Pattern Co., Haverhill.

● A. O. Stromberg, president, Port Elizabeth Shoe Trade & Tanning Industry Managers' and Foremen's Assn., Union of South Africa, is in

the U. S. to investigate latest technical developments in shoemaking materials.

● Connolly Shoe Co., Haverhill, is reported to be liquidating its business. The firm employed 40 workers making women's novelty shoes.

● Gregory & Read Co., Inc., Lynn women's shoe producer, has entered into an agreement with Lavallo, Inc., New York City women's shoe manufacturer, to make shoes designed by LaVallo retailing at \$14.95 to \$16.95.

● Jack Siletsky, former partner of Hirsch-Slater Co., Boston shoe wholesalers, recently bought half interest in the Superior Shoe Co., Boston. The firm will be run on a partnership basis between Siletsky and Benjamin Belis.

● Paul Ferber, representative of Lederwarenfabrik Ferka, Amsterdam, Holland, recently arrived in the U. S. to make contacts for importing and exporting leather articles including handbags. He will visit major U. S. cities.

● John L. Davidson, merchandise manager of the wholesale and manufacturing division of Delman Shoes, Inc., New York City, has been appointed manager and buyer of the firm's Fifth Avenue store. He succeeds Herbert Lane who has resigned.

● William H. Berger of the United Last Co., Boston, has been named president of the Boot & Shoe Travelers' Assn. of New York, Inc. William Monsees, Julian & Kokenge, Columbus, O.; O. W. Hoskinson, Buster Brown Shoe Co.; Henry H. Kaye, Wallstreeter Shoe Co.; have been elected vice presidents. Charles Havarack, Swan Slipper Co., is secretary-treasurer and director and Henry Cowgill, Alligator Henry Leather Co., is assistant secretary-treasurer and director.

● Baker & Freedman, Inc., Brooklyn women's shoe manufacturer, is reported for sale. The plant has been shut for the past few weeks due to high costs and falling sales. It formerly produced 800 pairs a day, specializing in Compo and Sbica shoes.

● Beleganti, Inc., New York, has completed its reorganization with Sidney S. Sandler, president; James P. Marino, vice president; and Isadore Fuchs, treasurer. The company will continue its policies and its new price range will start at \$22.95. Capacity is 300 pairs daily.

## Maine

● Keith A. Hemenway, formerly with Brown Shoe Co. in charge of merchandising and styling the Roblee line, has been appointed sales manager of the Gardiner Shoe Co., Gardiner.

## New York

● Charles Hallem is now N. E. sales representative for the Municipal Shoe Co., Brooklyn. He will have offices at 111 Lincoln St., Boston.

● Hickok Mfg. Co., Rochester, has



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UPPER LEATHER REMNANTS**

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opened a new receiving and shipping plant. The company makes some 2500 items and will receive raw materials and process leather in the new building.

● Kate Goldstein Kamen who resigns on Jan. 1 as executive secretary of the Guild of Better Shoe Manufacturers, was among those honored by the Mayor's Committee for the Golden Anniversary of the City of New York for her assistance in planning observance of the city's 50 years of incorporation.

● The Boot & Shoe Travelers Assn. of New York held a year-end get-together party at the Hotel Collingwood this week. William Burger of United Last Co. is president of the group.

● Apex Chemical Co. Inc., New York City, recently tendered a dinner to 50 of its key employees at the Hotel New Yorker in Celebration of the 90th birthday of its founder and treasurer, Hugo Helburn. The firm recently completed a new addition to its manufacturing facilities. Employees were given a Christmas bonus of three-weeks salary and a wage increase effective Jan. 1.

● Herbert Levine has resigned as sales and advertising manager of Andrew Geller Shoes, Inc., New York shoe manufacturer and retailer.

● Caughey Footwear, Inc., New York City, has filed a petition to effect an arrangement under Chapter XI of the Bankruptcy Act. The firm listed liabilities of \$76,787 and assets of \$57,975, and proposed a settlement of 25 percent, 10 percent in cash and the balance in six, nine and 12 month instalments of five percent.

● Employees of Dunn & McCarthy, Auburn, received a Christmas bonus of a week's pay.

● Vaisey-Bristol, shoe manufacturers at Rochester, N. Y. and Monett, Mo., has sent a new dealer kit to all Jumping-Jack dealers who report increased business from suggested promotions within the kit.

### New Jersey

● Mallam Lord Footwear, Inc., footwear manufacturers, recently incorporated at Bayonne. E. J. Zeik is president and M. Lashinsky is secretary-treasurer.

● Lindenoid Sole Leather Co., Newark, recently filed a petition in Federal court for approval of an arrangement to pay creditors. The petition gave assets of \$576,670 and liabilities of \$372,936 and said the company was unable to pay obligations as they came due. The firm offers full payment of administration costs and priority claims and general unsecured claims within one year in five instalments. George Furs, Newark lawyer, was appointed receiver by Federal Bankruptcy Referee Cahill.

### Pennsylvania

● It is reported that suit has been entered against the Modern Shoe Mfg. Co., Philadelphia manufacturer of women's casuals, on a complaint of the administrator for the Wages and Hours Division, Dept. of Labor.

### Virginia

● J. Troy Hopkins has been appointed general sales manager for

Craddock-Terry Shoe Corp's. in-stock divisions at Lynchburg. He succeeds John W. James who has retired. Hopkins has been sales manager for the firm's Natural Bridge Division for the past 10 years. He will be succeeded by Gilmer Craddock, Jr.

### Texas

● The Southwestern Shoe Travelers Assn., Dallas, has scheduled its Fall Shoe Show for May 8-11 at the Adolphus, Baker and Southland Hotels in Dallas.

### Ohio

● Robert Newcomb has been elected president of the Ohio Shoe Travelers Club. Raymond Randall and Saul Abrams are vice presidents and Walter Skinner is secretary-treasurer. Richard Barnes is chairman of the board. The Club's next show will be held May 15-18 at the Gibson and Netherland Plaza hotels, Cincinnati.

● Two \$1000 scholarships at the University of Cincinnati to be known as the A. Graves Williams memorial scholarships will be given by the Williams Mfg. Co., Portsmouth shoe manufacturers. The scholarships will be in the fields of chemical, electrical and mechanical engineering and business administration and will also provide on-the-job training for the recipients at the firm's factory.

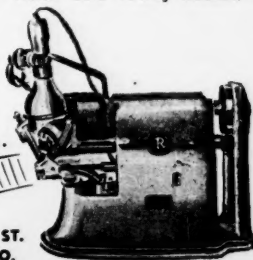
### Michigan

● E. W. Jensen is new president of the Michigan Shoe Travelers' Club with Samuel Kane, vice president; Morris Cantor, secretary; and John Shelby, treasurer. Directors for a three-year term are David Brown and Samuel S. Weiss.



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GIVE A  
HOOT**



**HOW TOUGH  
YOUR  
REQUIREMENTS  
ARE  
TIOGA  
OAK  
SOLE LEATHER  
WILL DO THE  
JOB FOR YOU**

**CUT STOCK  
BENDS  
BACKS  
BELLIES  
SHOULDERS**

**EBERLE**  
TANNING CO.  
Westfield, Penna.

# Leather MARKETS

Between holiday quietness prevailed. Buyers waiting for turn of year. Prices steady in most grades. Calf for Navy shoes continues to move.

## Sole Leather

Midwestern sole leather tanners might just as well have closed shop during the past week—and some of them did—as very little trading has taken place. Generally speaking, buyers and sellers alike are inventory conscious at the moment and most of them are not anticipating any large scale business for the balance of this year. Meanwhile, quotations are unchanged from those of a week ago. There is some demand reported for heavy bends, which are said to be in a rather tight position. Tanners are generally asking 72c for heavies, 72 to 73c for medium bends and light bends. Chrome-tanned sole leather is quoted from a low of 73 to a high of 87c covering grades from No. 1 to 3. Women's finders' bends are quoted at 83c.

The week between Christmas and New Years saw little activity in the Philadelphia sole leather market. Some business on factory leather was reported, with Middle-West customers taking the largest quantity at 72c on the tannery run. New England customers were quiet. It was not just a seasonal lack of interest on the part of the finders that kept repair leather from moving. Efforts to sell finding bends tell on deaf ears as long as prices remained firm. Sole bend business will probably pick up after the middle of January according to local opinion.

## Sole Leather Offal

While there is still good demand for steer bellies in the Midwest, a considerable amount of business has been noted in double rough shoulders (tannery run) for waist belt purposes at a price generally around the 60-cent level. On the other hand, tanners report a little business in single shoulders heads off, at 49 to 52c, and heads on at 46 to 48c, but nothing to speak of. Steer bellies sell best at 39 to 40c, with cow bellies occasionally bringing about 38 to 39c. Tanners continue to ask from 18 to 21c for steer heads.

## Cut Stock

The Midwestern cut sole leather market is likewise in a dormant stage, with some tanners actually closed down during the holidays, while others

are shoulders deep in the end-of-the-year inventory. Cutters report the market as holding steady when compared with a week ago. Quotations are unchanged on the men's cut soles and range from 71 to 83c (8 to 10 irons) on the fines, 69 to 79c for the semi-fines and from 63 to 73 for the No. 1 scratch. Women's cut soles on 6 to 8 irons are quoted in a tight price range of 47 to 48c for fines, 44 to 45c for semi-fines and from 41 to 42c on No. 1 scratch.

## Kid Leathers

Philadelphia kid leather market was very quiet in the last week of the year. Orders were few and the quantity of kid wanted didn't amount to much.

Enthusiasm is running high for colored suede and several tanners are scouring the rawskin market for a larger share of skins most readily adaptable to a variety of dyes. Factories want fast delivery. The winter resort trade is the number one customer in high style suede. It is possible that the fashion may continue throughout the year in other style conscious areas.

Black suede is selling in small quantities. Production is low at all tanneries although some are less restricted than others in anticipation of a good demand in 1949.

Satin mats are on order for sampling. By the end of January there should be stronger indications of the part this finish will play in kid uppers.

Slipper business is good at only one or two tanneries and the strongest market appears to be in colors. Those plants which sell regular stock for slippers claim there is little or no ordering in that line.

Glazed in colors looks promising but the kid trade is waiting for a clearer survey of prospective demand before going ahead. Right now things have hit a lull particularly in the high priced grades.

White suede is moving very slowly and as the season has almost passed nothing is expected to change the picture. Glazed in white is still unpredictable. Production plans are being held in abeyance.

## Calf Leathers

Although business is dull between the holidays in the West, nevertheless, there has been demand for calf leathers for Navy shoes. Prices are holding very firm, with the top grade men's weights selling quite freely between \$1.06 and \$1.10, with the second best calf leather generally quoted from \$1.00 to \$1.05. While the lower grades have been accumulating to

some extent, there has been a noticeable improvement in the calf leather market as a whole. Calf suede sales are better, and this item promises to be rather popular in the spring. The suede season is about a month away, and current orders are for high colors, with green, blue, grey and beige. In women's calf leather, black is still the No. 1 item, but blue and green, as well as brown, are on the wanted list.

### Sheep Leathers

There has been considerable demand for linings in the Midwest, with colored vegetable linings selling readily from 18 to 22c, and colored chrome quoted up to 28c. Occasionally super tannages bring a penny or two more. Garment grain sheep leather is now moving slowly, the rush season being over. This item is offered from 25c down, with high colors bringing a premium. Russets still sell to the shoe trade from 14 to 18c, and specialty russets are a little higher.

### Side Leathers

Principal business in Midwestern side leathers is for the medium and lighter weights. Desirable tannages are often sold ahead, but not quite as far ahead as they were a few weeks back. The kip leather market seems to have jelled a bit and prices are unchanged from a week ago. Vegetable full grain (MH) and full grain elk (MH) are currently quoted from 68 to 72c. Corrected grain elk, vegetable corrected kip and chrome corrected grain are all quoted within a range of 56 to 60c. Full grain elk (LM and M) is offered from 66 to 70c. In extremes, the demand for heavy grain vegetable side leather continues good, with most of this type of leather going into moccasins. The market on heavy grain vegetable leather is 53 to 62c, and full grain elk sells from a cent to 2 cents under. Corrected elk and smooth, and chrome extremes, each bring anywhere from 43 to 53c. Work shoe elk is quoted at varying prices, but the general market is 47 to 51c. Occasionally, a tanner asks a penny more or less depending on the quality of the leather. Vegetable extremes continue to bring 54 to 58c.

### Splits

The split market is spotty in the Midwest, with suede and glove splits leading in demand. Light suede splits are offered from 36 to 38c, and heavies from 40 to 42c. The market remains firm on glove splits, with the three standard LM weights quoted at 22, 21, and 20c, respectively. Work shoe splits sell well up to 30c. However, there is no such thing as a set price for work shoe splits. The best command a premium. Blue splits, likewise, are offered at quotations fractionally different, but the market average is about 15c. Pyroxylin and water finish linings can be had from 23 to 25c, and No. 1 grade ooze splits from 22 to 26c.

### Bag, Case and Strap

Bag, case and strap leather tanners



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**HANS REES' SONS**

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*Leadership for over a century*

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## LEATHERS

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**For Dependable  
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**LOOK to  
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● For several generations shoe manufacturers have looked to Laub for dependable sole leather, to produce longer wearing shoes. Headquarters for

✓ Bends    ✓ Bellies  
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Rough Double Shoulders

It might be well that you too investigate Laub products — the products of over 100 years experience in tanning.

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NEW ENGLAND AGENT FAR WEST AGENT  
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IN ALL POPULAR COLORS

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**BOKIDE KIPS • SPLITS**

**THE FINISHED SHOE SHOWS THE  
REASON**

**ARMOUR LEATHER CO.**  
CHICAGO • NEW YORK • BOSTON

reported this week that business could be better in this market, but indicated that prices are holding the line. How long this will last is anybody's guess. Leather is generally offered within the following price ranges: 2½ ounce case, 50 to 52c; 3½ ounce case 56 to 60c; 4 ounce strap 64 to 66c; 5 ounce strap 66 to 70c; 6 ounce strap 68 to 71c.

### Harness Leathers

The harness leather market is still dull. Tanners could use some business but they are hopeful that with the turn of the year orders will increase from the farm trade, in view of the need of leather replacement for spring plowing. Prices are unchanged, and A grade is quoted at 79c, B at 76c, C at 73c, and D at 70c.

### Belting Leathers

The belting leather market was reported dull during the last week of the old year. Rough leather tanners were able to sell a quantity of medium weight bends but, on the whole, there was no buying interest in evidence.

New business in shoulders was very quiet. Both wetting and shoulder customers were staying away from the market. Tanners anticipate renewed ordering from the specialty trade if work on Easter production is to get underway in time for the coming season.

Bellies and heads, while not available in large supply, were not asked for in the usual manner. Bellies were listed at 40c for steers and 38c for cows and heads were offered at 21c to 18c.

Carriers were agreed that belting bend business has not picked up and new bookings for immediate delivery were just not being placed. Some orders were received but with delayed shipment specified.

Price on raw materials were down. Carriers reported only a small amount of buying because inventory on finished leather has not moved sufficiently to warrant replacement.

### Glove Leathers

"Business stagnant and feelings mixed" seems to sum up conditions in Fulton County at the years end. Generally, the fall season was poor to fair and the spring prospects are no better. Price seems to be the bugbear. Many feel that lower prices will cure their ills but a comparison shows that leather prices are higher this year than one year ago. Raw skin prices provide the answer and they show no signs of breaking.

For the record, cabrettas start at 75c for the tops which is 5c higher than a year ago. Low ends are lower, due to an over supply. Last sale of pigskins was at 95c for the number ones also 5c higher than a year ago. Lower grades as usual sell for various sums depending on the quality of each lot. Mochas range from \$1.25 to \$1.50 per foot for the tops and are as scarce as ever. English doeskins are down. Selected grades bring 38 to 40c against a high of 55c a year ago. Lower grades can be had at 35, 32 and 25c. Domestic leathers are off, roughly about 4 to 6c both suede and grains.

## FINANCE

### Florsheim Shoe Co.

Net profits of the Florsheim Shoe Co., Chicago, Ill. for the fiscal year ended Oct. 31, 1948 were \$1,515,586 after taxes and other provisions, a decline of 27.8 percent from the net earnings of \$2,100,068 in 1947. Earnings were equivalent to \$2.22 per share on 373,671 shares of Class A Common Stock and \$1.11 per share on 618,120 shares of Class B Common Stock as compared to \$3.09 per share on 369,978 shares of Class A and \$1.54½ per share on 618,120 shares of Class B Common Stock for the previous year.

Gross income was reported at \$4,127,505 against \$4,633,210 with operating expenses at \$2,585,980 against \$2,392,492. Total current assets were \$9,726,867 and current liabilities were \$1,862,776 and net worth was \$12,881,600 as against \$12,936,735 in 1947. Dividends paid during the year were \$986,398 compared with \$1,221,828 a year ago.

The company listed earned surplus at \$9,495,748 as against a surplus in 1947 of \$8,966,560. In a statement to stockholders, Harold M. Florsheim, president, and Irving S. Florsheim, chairman of the board, reported that "business is reasonably satisfactory, and the demand for our products continues to be good; actually, the sale of our men's shoes has been greater than our productive ability."

They said that work was progressing

on a new factory and general office building in Chicago which should be finished by Nov. 1, 1949, enabling the firm "to produce more pairs of men's shoes."

"Cost of the building," they said, "is being financed from cash reserves and by a Term Loan Agreement against which we have, as of this date, borrowed \$500,000."

The company officials stated that they anticipate a continuation of the "rather wide fluctuations" in hide and skin markets which have occurred during the past year.

### Brown Shoe Co.

Net sales of the Brown Shoe Co., St. Louis, were reported at \$84,404,362 for the fiscal year ended Oct. 31, with a net profit after taxes of \$2,555,079, equivalent to \$4.87 per common share after preferred dividends.

This was a gain of \$8,383,732 over the net sales of \$76,020,630 reported in the preceding year, on which there was a net profit of \$2,607,069 after taxes and one million dollar inventory reserve, a total of \$51,990 more than net profits for the present year.

Current assets were set at \$26,843,639 and current liabilities at \$5,311,642, a ratio of 5.05 to one. The company reports, "With inventories held in check and somewhat reduced, and reserves of \$3,000,000 for inventory price declines already provided, no further reserves for this purpose were set aside from this year's earnings."

Current assets were listed as \$2,911,646 cash, \$817,800 U. S. Treasury Savings notes, \$8,383,813 accounts re-

ceivable, \$3,893,781 in finished products inventories and \$10,836,598 of work in progress. Current liabilities were listed as \$4,905,654 accounts payable and \$405,988 Federal and State income taxes after \$2,200,000 in U. S. Treasury notes.

The 70th annual statement to shareholders reports that Brown Franchise Stores increased from 341 on Oct. 31, 1947 to 388 on Oct. 31 last. These stores feature Brown brands almost exclusively.

The firm reports four general wage increases to employees within the past 24 months in addition to three more paid holidays and other benefits. The company has 15,000 employees and operates 36 plants as compared with 20 in operation 10 years ago.

The following indicates how the Brown Shoe Co. sales dollar was divided during the year:

Raw materials .....	47.5c
Employees .....	35.6c
Supplies and services .....	10.1c
Taxes .....	3.4c
Wear and tear .....	0.4c
Stockholders .....	1.3c
Retained in business .....	1.7

### A. C. Lawrence Leather Co.

Net earnings of the A. C. Lawrence Leather Co., Peabody, Mass. for the fiscal year ended Oct. 30, 1948 were \$1,135,384, equal to 2.2 percent on the \$49,930,234 of net sales and compared with net earnings of \$2,307,384 and net sales of \$53,661,215 for the previous fiscal year.

Harold N. Goodspeed, president of

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HEMLOCK • OAK • MANGROVE  
STAINLESS SUMAC • ORDINARY SUMAC  
QUEBRACHO • RAPID TAN "G"  
SPECIAL DIPPING EXTRACTS

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Manufacturers of the Largest Variety of Vegetable Tanning Extracts

ESTABLISHED 1887

PORT ALLEGANY, PA.

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## RAWHIDE

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**FOR  
RUGGED  
BOOTS  
and  
SHOES**

**CALIFORNIA  
TANNING  
CO.**

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ST. LOUIS 4, MO.

the firm, in a letter to shareholders pointed out that a year ago he stated prices of hides, skins and leather "are on a dangerously high level," and that by the middle of Feb., 1948, hides and skins had declined, some as much as 50 percent of their prices at the end of Oct.

"This was one of the most drastic declines ever recorded for such a short of finished leather generally also declined during the year, creating a con- period, Mr. Goodspeed said. "Prices dition under which it is always diffi- cult to operate freely.

"1948 has proven conclusively that if leather cannot be sold at competi- tive prices, other materials may take their places. As an example, high prices for sheep leather saw the al- most complete elimination of so-called cape leather jackets in favor of fabric garments."

Goodspeed expects raw materials to continue in short supply during the coming year and that "competitive products will continue to make it diffi- cult to merchandise our leathers ex- cept at close prices."

"Shortage of dollars in foreign coun- tries continues to hamper our export business," he said. "The number of countries able to buy and pay for American leathers is being continually reduced. Total quantities of leathers they can buy from this country are relatively small except as they pur- chase under the Economic Coopera- tion Plan.

Goodspeed said that most of this year's profits were made during the first part of the year and results have been comparatively small since April. Artificial barriers created by certain foreign countries have again resulted in light imports.

Current assets were listed as \$915,- 915 cash, \$3,048,901 in U. S. Govt. securities, \$3,834,312 accounts receivable and inventory at \$7,133,828—a total of \$14,932,956. Current liabilities were listed at \$3,305,572, leaving a net work- ing capital of \$11,627,384.

### General Shoe Corp.

Volume of Business at General Shoe Corp., Nashville, Tenn., during the period ended Oct. 31, 1948, increased from \$97,248,511 during 1947 to \$99,- 580,268, according to the annual report released this week.

The report issued by Maxey Jarman, chairman, and Henry W. Boyd, Jr., president, shows net sales of \$78,682,- 563 during the recent period as com- pared with \$78,142,458 for the 1947 business year. These figures were reached after deducting inter-branch sales, thus showing an increase of \$40,105.

Net profits for the year were \$2,639,- 762, equal to \$3.45 per share on com- mon stock, after preference and pre- ferred dividends. Earnings per share during 1947 were \$3.34, while net profit was \$2,566,500.

Net worth for this year increased to \$19,749,974 with ratio of current assets to liabilities set at \$13.31 to one.

On the subject of shoe prices and the outlook for future business conditions, Maxey Jarman pointed out that "while average prices are about five percent lower than last spring, due primarily to designing more shoes in more eco-

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BOSTON - Merchant Lovers  
PHILADELPHIA - Schoenberg  
Leather Co.

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LEATHER and SHOES—January 1, 1949



nomical styles, price advances will be necessary if hide prices continue their upward trend."

Jarman added that the firm's retail volume is currently running ahead of last year's in both pairs and dollars. He also said that a comparison of customers' orders for next spring showed an increase over orders placed a year ago.

## LETTERS and INQUIRIES

Leather and Shoes  
Chicago 6, Ill.

A friend of mine in Honduras desires to open a small shoe manufacturing plant, with a capacity of about 200 pairs of work type shoes a day. Ample leather is available locally, except some findings. Will you please advise the approximate cost of such small machinery as needed, together with details etc.

Is there any printed matter on installing such a small plant and cost of the additional materials that might be imported. Are there any machines that are not on a royalty basis?

Louis Noolcam  
The Noolcam Co.,  
P. O. Box 1111  
Grass Valley, Calif.

## TANNING Materials

### Holiday Mood

At the year end tanners are pessimistic about their operations for the coming year. A good many of them are running on a reduced schedule and in such a situation market prices are more or less at a standstill, with few inquiries. Tanners are simply buying what they need from month to month and it is difficult to book any business for future delivery. Cod oil is still quoted at \$1.50 to \$1.55 per gallon. Sulphonated oils remain unchanged.

There is no life to the situation on tanning materials. Prices are nominal with few inquiries in the market.

With heavy leather tanners on a reduced schedule the consumption of all the tanning extracts has been considerably reduced. Prices remain unchanged. The market for quebracho extract is very dull. The liquid extract is still quoted in tank cars at 9c per pound and in barrels at 9 3/4c per pound. Solid wattle extract is quoted at 9 1/2c per pound, plus duty. There are a few offerings of powdered valonea at 13c per pound, plus duty. 6,000 bags of wattle extract arrived in New York last week, most of which was shipped out on orders placed some time ago.

## DEATHS

### Rocco Franceschini

... 50, president of the United Shoe Workers of America, died Dec. 27, in a Brooklyn hospital following an operation.

Prominent in shoe workers' unions for many years, Mr. Franceschini was elected president of the USWA last March.

A native of Italy, he came to this country at the age of 8 and was a laster at M. Cohen & Sons, Long Island City shoe manufacturer, before devoting his energies to union work.

He became manager of the Boot and Shoe Workers Union in New York City and led a merger with the USWA in 1937. For 12 years he held various positions in Joint Council No. 13, rising to the post of secretary-treasurer before becoming international president.

Surviving are his widow, Dorothy, a son John, and a daughter Dolores.

### Ashley W. Patton

... 65, president of the A. W. Patton Co., Milwaukee, Wis., died at his home in Milwaukee Dec. 26. A former managing editor of the old Evening Wisconsin, Patton became associated in 1923 with the Disole Tanning Co., Inc., Cudahy and was secretary-treasurer until 1931 when he established his

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FINEST LEATHERS...**



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American Oak Leather Company  
Cincinnati - Chicago - St. Louis - Boston

own company. Surviving are his wife, Myrtle; a daughter, Mrs. Constance Driessen of Milwaukee; and a sister, Mrs. Edith Burnton, Fond du Lac.

**Dora B. Eardley**

... 76, vice president of the C. E. Williams Shoe Co., St. Louis, died Dec. 18 while visiting in Los Angeles, Cal. Mrs. Eardley was the widow of Frank Eardley and was a member of the Tuesday Club and Temple Club. Surviving is a brother, Charles E. Williams. Burial will be in Vandalia, Ill.

**Fred S. Kauder**

... 66, shoe manufacturer of New York and Boston, died Dec. 19 at the Beth El Hospital, Brooklyn, N. Y. after a brief illness. Kauder was president of the Brooklyn Shoe Board of Trade and a member of the Brooklyn Chamber of Commerce. Surviving are his widow, Ada; and two sisters, Mrs. E. Plaster of Brooklyn and Mrs. H. Brenner of the Bronx.

**Russia...**

Livestock quotas for 1948 were set at 162,000,000 as compared with 214,000,000 in 1938. Cattle and horses will be below prewar levels even by 1950, though a heavy increase is expected for goats, sheep and hogs. The loss of 1,000,000 hogs in 1946-47, was caused by the drought-induced feed shortage.

The plan is to concentrate on development of heavy industry over the next ten years, then turn to a vast output of consumer goods. Thus, shoes will likely be scarce for another decade (present civilian shoe output provides less than a pair per capita a year). Shoes, like most consumer goods, are far below prewar output levels. Shoes are being produced at one-half the 1940 figure, and the industry did not meet its 1946-47 quotas. The state-controlled press has lashed out at lagging shoe factories. Managers of shoe plants found to be producing shoddy footwear have been sentenced to from two to five years in prison after a recent investigation.

The inadequate, antiquated transportation system has been a major cause of slow and low output of goods. There are few roads, and these situated in and around cities only. Four-fifths of the freight goes by rail—and the railway mileage is only a fourth of that of the U. S., though Soviet land area is three times that of the U. S.

Labor turnover and absenteeism has been decreased after toughening restrictions by the government. The manpower shortage, however, is gradually easing. The average worker's take-home pay is less than \$600 a year.

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Also prepares both bark and chrome tanned sides and whole hides for the shiving and spitting machine.

Quirin Leather Press Co.  
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# HIDES and SKINS

Markets quiet in between-holiday period. Few light cows sold  $\frac{1}{2}$ c lower. Trading in all markets meager. Calfskins steady; kip-skins unchanged. Country and small packer hides unchanged.

## Packer Hides

The "between holidays" week has showed little change insofar as packer hides are concerned. Trading up has been small, amounting to only around 10,000 hides, with possibilities of more business, but in all likelihood it will be rather small. The only change noted was in light native cows, sales of which were made at  $\frac{1}{2}$ c higher for several points of take-off, including Chicago, Riverpoints, and Southwest.

Business other than the light native cows involved about two cars of heavy cows, at steady money. One car was from a Riverpoint, and the other from St. Paul. There were rumblings of native steer and branded cow business heard, but nothing developed up to this writing. The only other selection regarded as a possibility for a premium is native steers. The branded cow market is felt to be nothing more than steady if anything does develop.

The over-all market is not particularly good, speaking from the standpoint of strength. There is nothing weak, but the feeling that the market was going to show considerable strength this week is not particularly sound. The interest in selections other than light cows is mediocre, and from current indications, there seems to be no particular reason why there should be any immediate improvement in the rawstock demand.

## Small Packer Hides

The small packer hide market is showing a little better position since the big packer market has found fairly firm ground. Tanners are buying the better lots of small packer allweight native steers and cows, feeling that the market is in a price range of 22 to 25c

selected, according to weights and averages, with the averages around 48/50 lbs., quotable around 23c selected. Although this average price range is fairly close, it must be remembered that every sale in this market is a separate one as similar lots can vary greatly from buyer to buyer, with regards to price ideas, depending upon the use to which the hides are going to be put. Some lots of 48 lb. average hides of particularly good quality, are quoted at 23c selected by buyers, but other advices claim 23 $\frac{1}{2}$ c selected has been paid by other sources for similar lots, simply because they were of some premium value for some particular reason.

There are not too many hides around in this market. Gradual picking off of hides here and there during the past week or so has pared inventories of small packers to the point where they are anything but burdensome. As long as the steadiness is

apparent in the big packer market, the small packer situation will hold up well.

## Packer Calfskins

Packer calfskins are running on a steady basis, some gradual business taking place now and then in Midwestern untrimmed skins. Small business this week has amounted to about 7,000 Milwaukee allweight skins at 60c, steady. Nothing further has been done in Riverpoint skins, but the price is established at 50c, based on the last business. Small packer allweight untrimmed calf is quoted nominally around 50c, although down to 45c is figured on some lesser quality lots.

New York trimmed packer skins have been very quiet recently, with quotations unchanged at \$3.75 for 3 to 4's, \$4.50 for 4 to 5's, \$5.00 for 5 to 7's, \$5.50 for 7 to 9's, and \$7.50 for 9 to 12's.

Big packer slunk are quoted at \$3.15, hairless \$1.30.

## Packer Kipskins

The packer kip market is holding

## QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	25 26 $\frac{1}{2}$	25 26 $\frac{1}{2}$	28	31
Ex. light native steers	28	28	30	33
Light native cows	25 $\frac{1}{2}$	25 25 $\frac{1}{2}$	27 27 $\frac{1}{2}$	31 $\frac{1}{2}$ 32 $\frac{1}{2}$
Heavy native cows	24 $\frac{1}{2}$ 25	24 $\frac{1}{2}$ 25	28	30
Native bulls	17	17	19 19 $\frac{1}{2}$	22
Heavy Texas steers	25	25	27 $\frac{1}{2}$	29
Light Texas steers	25	25	27 $\frac{1}{2}$	29
Ex. light Texas steers	26	26	28	30
Butt branded steers	25	25	27 $\frac{1}{2}$	29
Colorado steers	24 $\frac{1}{2}$	24 $\frac{1}{2}$	27	28 $\frac{1}{2}$
Branded cows	24 $\frac{1}{2}$	24 $\frac{1}{2}$	26 $\frac{1}{2}$	30
Branded bulls	16	16	18 18 $\frac{1}{2}$	21
Packer calfskins	50 60	52 $\frac{1}{2}$ 60	50 $\frac{1}{2}$ 65	80 115
Chicago city calfskins	35	35	35	60 65
Packer kipskins	37 $\frac{1}{2}$	37 $\frac{1}{2}$	40 42 $\frac{1}{2}$	47 $\frac{1}{2}$ 55
Chicago city kipskins	26 28	27 28	28	34

## HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Dec. 29	Close Dec. 22	High For Week	Low For Week	Net Change
March	24.35	23.55	24.50	23.25	+80
June	22.15B	22.20B	22.50	21.90	-5
September	21.35B	21.55B	21.50	21.20	-20
December (1949)	20.60B				

Total sales, 513.

# LEATHERS

# by Greenebaum

## NORMIL

For dress wear our Normil is considered outstanding. A smooth, sleek leather of full chrome tannage, it has a calf-like finish and rich appearance. Made in both black and colors.

J. GREENEBAUM TANNING COMPANY  
CHICAGO MILWAUKEE BOSTON

steady at 37½¢ for natives, 35¢ for native overweights, brands at 2½¢ less in each case. Nothing has been done in this market this week, principally because there is apparently very little around. Sellers have kept themselves pretty well cleaned up of kip, principally because there is uncertainty around concerning the future of the skin markets. Up to the present time, however, there seems to be no immediate indication that kipskins are easy.

Packer untrimmed kipskins are holding at the prices quoted above. Packer New York trimmed kipskins are figured at \$8.50 for 12 to 17's, and \$10.00 asked for 17's and up.

## Country Hides

Country hides have been improving right along. There has been a rather dull period noticed during the past month or so, but the improvement in packer hides, both big and small, has brought a little better feeling into tanners' minds regarding country hides. Trading has been going on in this market, prices largely around 18½ to 19¢ flat trimmed for 48/50 lb. average hides, f.o.b. shipping points, but some quote a bottom of 19¢ flat trimmed for those weights. Up to 20¢ flat trimmed has been heard on some lots of lighter average hides, around 42 to 44 lbs. average. The best hides are being picked out of the current offerings, and prices are quite widely varied depending upon the tanners' needs. Over-all business is not large, however, but there is enough being done to establish the market levels that are currently quoted.

## Country Calfskins

The country calfskin situation holds unchanged in its easy position. Business at steady money in packer skins recently has had no effect one way or the other on the country and city skins. New York trimmed collector skins have also been quiet.

Only the best lots of city and country skins are being taken. The city market is called around 35¢ for allweights, depending upon quality, and countries are quotable around 26¢ nominal, although up to 28¢ has been heard on some of the better quality lots of selected skins.

New York trimmed collector calfskins are figured at \$3.50 for 3 to 4's, \$4.25 for 4 to 5's, \$4.75 for 5 to 7's, \$5.25 for 7 to 9's, and \$6.50 for 9 to 12's.

## Country Kipskins

Country kip is still quite easy, in spite of the better position in hides. Country kipskins are quoted in a range of 20 to 22¢, with the quoted price dependent upon the quality of the skins. City kipskins are figured around 26 to 28¢.

New York trimmed collector kipskins are quoted at \$7.25 for 12 to 17's, and \$8.50 for 17's and up.

## Wool Pelts

The market for sheep pelts is holding unchanged. Small volume business

has developed in the market in shearlings, and a few fall clips, but generally speaking, there is nothing spectacular about the market as a whole. Buyers are picking up lots of shearlings here and there at steady market prices. No. 1's quoted around \$2.00 to \$2.50, No. 2's around \$1.70 to \$1.80, and No. 3's around \$1.30 to \$1.40. Fall clips are holding around \$2.50 to \$3.00. In the lamb market, Natives are quotable around \$3.50.

## Horsehides

The only trading that is noted in this market is undercover business, the details of which are guarded. Open business, generally known to the trade, is nil. Tanners seem to be doing trading on various price bases, depending upon their need, but from what can be determined, they seem to be basing their price ideas on a market of \$8.75 to \$9.00 for trimmed 60 lb. Midwestern take-off hides. Untrimmed hides are figured around \$9.50 to 10.00 nominal.

The market for horse fronts is quoted around \$6.00 to \$6.25, with butts, basis 22 inches and up figured around \$3.25 to \$3.50, basis 22 inches and up. The market is quiet on fronts and butts.

## Pickled Skins

Pickled skins are purely nominal at \$10.50 per dozen for big packer production. There are so few skins around that general offerings around the market are impossible.

## Dry Sheepskins

A new angle has developed though it is believed that this has been going on for some time and that is that while operators here will not buy in primary markets due to high asking prices, purchases have been made via Europe, where due to exchange operations, the skins figure less than if the buyers traded through their regular brokers in this country direct with shippers at origin.

In this way, while it has been stated that very little business has been going on, it is now coming to light that American tanners have quietly operated in the various primary markets through other sources.

Not much change in Fulton County. Operators here are still of the opinion that some business will develop after the turn of the year notwithstanding the fact that 1948 is closing out on a "very quiet note." Sellers who have visited Fulton County report that there is still a demand for good blackheads suitable for friezing and that buyers would be willing to pay \$1.50 per lb., c.&f., basis primes, in order to obtain such skins. Some business slightly less. However, poorer grades available at \$1.30 per lb., c.&f., fail to interest buyers, who are even unwilling to return lower bids as they are not interested in such skins. There were reports that some quiet sales have been made of dry salted Sudans at \$21.50 per dozen, c.&f., basis heavies and that sellers now have ideas of \$22.00 for business. There

has been but little change in Cape gloves. As noted, some shippers offer Cape Town butchers at 127 shillings 6 pence and have had difficulty in getting buyers to make counter bids. Others claim that in view of the fact that England is still paying 132 shillings 6 pence to 135 shillings, their shippers are unwilling to shade this basis. Brazil cabrettas firm as supplies are not very large with sellers continuing to ask at least \$17.00 per dozen, c.&f., for Pernambuco regulars. No change as regards Addis-abebas, Nigerians or Mombasas.

Cape shearing market continues very firm with sellers asking 29-30 pence for the longs and 18-19 pence for the shorts, c.&f. basis. It is understood that there has been some business in longs around the asked levels but as not many shorts are available, trading of late has been restricted.

Some additional business noted in Punta Arenas wool skins, three quarters to full wool at slightly above the last trading basis. New offers ask up to 49¢ per lb. average, including more than 50 percent quarters and less.

Little activity during the week in the goatskin markets. Buyers tended to wait until after the turn of the year. Interest is primarily in skins for suede leathers but asking prices have discouraged some buyers.

Sellers of Coconadas upped their asking price this week. Offerings of 170-180 lb. skins were offered at \$12.25 per dozen c.&f. which is 25¢ higher than last week. Amritsars are not offered openly; last asking prices at \$11.50 to \$12.00 per dozen c.&f. for 1200 lb. skins with tanners talking the market a dollar below the inside figure.

The market on Mochas is dull. Last sales of Batis took place at \$16.75 per dozen c.&f. for shipment with up to \$17.00 paid on one lot. Last trading in Addis Ababa was at \$12.00 to \$12.25 per dozen c.&f. for shipment; offerings of a lot afloat are made at \$13.00 per dozen, c.&f.

Other markets of origin are very quiet. Nothing new is reported on Capes, Mombasas and Nigerians and the South American market is quiet.

## Eire ...

The cattle population is 4,140,000, the same as in 1938. For the first six months of 1948 a shoe import quota was set at 1,250,000 pairs. Shoe manufacturers and wholesalers have objected to shoe imports, claiming that their own shelves are heavily stocked with unmovable inventories. They also claim that present imports are larger than prewar. Shoe production for 1947 was 5,400,000 pairs, with imports at 1,536,000 pairs. This compares with 1939 output of 4,850,000 pairs and imports at 223,320 pairs.

# EDITORIAL

(Continued from page 6)

parative infant. Who, then, holds the main responsibility for guidance and instruction?

If labor is suspicious of such guidance and instruction, it may be partly justified by lack of faith, a suspicion of the sincerity and good will of management, based on past experience. The basic solution to industrial peace is, ironically, a respect for *human values*. It is the attitude with which labor and management—unions and companies—approach their common problems which determines in the end the degree of success or failure of these relations. A good share of management, today as well as in the past, has approached this specialized problem with a distorted use of values. That is, the emphasis has been on material rather than human values. It is management's sin that it has failed to understand people as well as it understands technology and business.

As one prominent industrialist proclaimed, "The real irony is that of the employer who rushes out of his office past scores or hundreds or thousands of people whom he doesn't understand and who don't understand him, and goes home for the weekend to spend hour after hour trying to earn the confidence of a dog in order to teach him to hunt, or to earn the confidence of a horse in order to teach him to jump."

Therein is a powerful truth that strikes home with its true-to-life realism. Its irony is terrifying. The realization that intelligent men will devote such unwavering patience, understanding and human kindness to animals, yet be so impetuous, resistant and intolerant with problems governing the lives of human beings.

Militant minds and militant actions inevitably spring in reaction to these conditions. And all men must suffer the consequences of such militancy.

Militant unionism need not be. It will diminish in ratio to the degree of good faith with which labor and management approach their common problems—good faith as translated into *human terms*. Once this foundation is created, material negotiations automatically function smoothly. For in the last analysis, industrial peace is based primarily not on a state of conditions but on a state of *mind*.

# WANT ADS

## ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Wednesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.  
309 W. Adams St. Chicago 6

## Special Notices

### Tanner

TANNER, 20 years tanning and finishing experience on calf, sides, and other leathers. Can handle all machinery and processes. Well-known, and with good connections in the trade (to obtain contract work). Seeks sound arrangement with small tannery for mutual benefit. Address O-28, c/o Leather and Shoes, 309 W. Adams St., Chicago 6, Ill.

### Attention Tanners—Converters

WELL ESTABLISHED, reputable firm, covering the New York shoe—handbag—belt—and novelty trades, with over 10 years of selling experience, is interested to act as sole distributor for the New York territory. Address M-9, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

### New Tannery for Sale

BEST OPPORTUNITY for party interested in buying tannery. This tannery, newly built, was sold one year ago to 2 parties. They operated for one month but there was disagreement between them. Now we have taken it back and want to sell it for the balance left unpaid. This location is in the best hide section and cheap labor. If really interested write for more information to Mike Saab, 4812 Hastings St., El Paso, Tex.

### FOR SALE LEATHER IN THE CRUST

SPLITS—Various types—by foot and pound.  
COW HIDES in Bark and Chrome Tanned for Shoe, Luggage, and Sundry.  
SHEEPSKINS in Bark and Chrome.  
PIG SKINS—top grain—and splits—also finished and made to suit your requirements.  
SPLITS for Uppers, Soles, and Insoles.  
SPLITS for Football and Basketball uses.  
SPLITS for Suedes.  
SUEDE KID in all colors at a low price.  
PIG SKINS finished to suit your requirements.  
SIDE LEATHER—Kips, Sheepskins, etc.  
Send us that inquiry. We may have what you are looking for at that savings in price.

Morris Feldstein & Son, Inc.  
85 Gold St. New York 7, N. Y.  
Since 1885 Beekman 3-2556

### Representative Wanted

Tanner of upper leathers interested in Commission Agency to represent it in Middle West.  
Address A-2,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

### Offerings Wanted

WHAT HAVE YOU to sell in sole, upper, splits, sheepskins or any type of leather? We will also purchase rubber heels, slabs, soles, shoe findings, etc. Write:

Morris Feldstein & Son, Inc.,  
85 Gold St.,  
New York 7, N. Y.

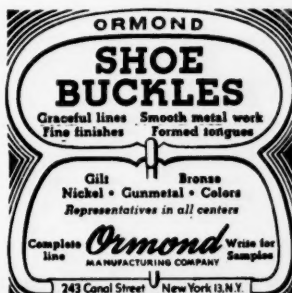
### Chamois Leather

Crust: Finished: Fullskins: Squares.  
Attractive Prices—Prompt Delivery.  
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LEATHER & FINISHING COMPANY, Inc.  
PEABODY, MASSACHUSETTS





## Situations Wanted

### Model Cutter

WANTED: Experienced model cutter for Maine factory. Good salary for right man. Apartment available. For interview write: Penobscot Shoe Co., 179 Lincoln St., Boston, Mass.

### Manager-Superintendent

AVAILABLE JANUARY 1, a young shoe factory man of unusual experience. For past 10 years general manager and superintendent of fine men's and women's factories. If you have a factory management problem, this man capable of solving it. Address O-31, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

### Tanner

TANNER EXPERIENCED in the production of quality calf sides and suede seeks suitable connection.

Address O-30,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

### Tanner

CALF AND SIDE leather tanner, 20 years experience with chrome, bark, and combination. Can take charge of complete process, from hair to finish. Desires supervisory position.

Address O-29,  
c/o Leather and Shoes,  
300 W. Adams St., Chicago 6, Ill.

## Help Wanted

### Salesman

WANTED: Shoe Findings Salesman for Indiana and Illinois. Experienced.

Address O-13,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

### Salesman

FOLLOWING AMONG ladies' shoes, playshoes, slipper and handbag manufacturers, metropolitan New York and environs, seeks connection with reputable firm.

Address A-1,  
c/o Leather and Shoes,  
20 Vesey St., New York 7, N. Y.

### Tannery Superintendent

WANTED: Experienced vegetable sole superintendant, capable of supervising production of 1,000 hides per day. Do not reply unless your record will stand closest scrutiny. Address A-3, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

## Italy . . .

The cattle population is 7,250,000, as compared with 7,700,000 in 1938. ECA has authorized \$100,000 for purchase of upper and specialty leathers, plus \$4,000 for freight. Leather will be purchased in the U. S.

The hide, skins and leather supply situation is rapidly improving. Raw materials prices are still 50 percent higher than world levels. Domestic producers are nevertheless opposed to allowing raw materials imports. At the same time, though their own stocks are substantial they are holding back on sales with an eye to speculating on currency changes. As a result, leather-consuming industries are having difficulty obtaining desired amounts and qualities of leathers.

Labor problems plague the shoe and leather industries, among others. Efficiency and productivity are low; there is considerable featherbedding, reported encouraged by Communist-dominated unions.

Sicily's sumac industry is on the decline, especially its export trade. This is due to low prices and a lack of markets. Production costs are higher than the selling price. Production in 1947 was only 6,000 tons. Prewar stocks on hand amount to another 6,000 tons. Germany was the big prewar sumac consumer, but is now out of the market. Small amounts have been going to the U. S. and U. K.

Italy has about 100 plants producing shoe polishes and finishes. The total capacity is about 5,000 tons a year, though actual output is around 2,000-2,500 tons. Shoe polishes comprise about 75 percent of this total. Most of the plants are simply small shops.

## Palestine . . .

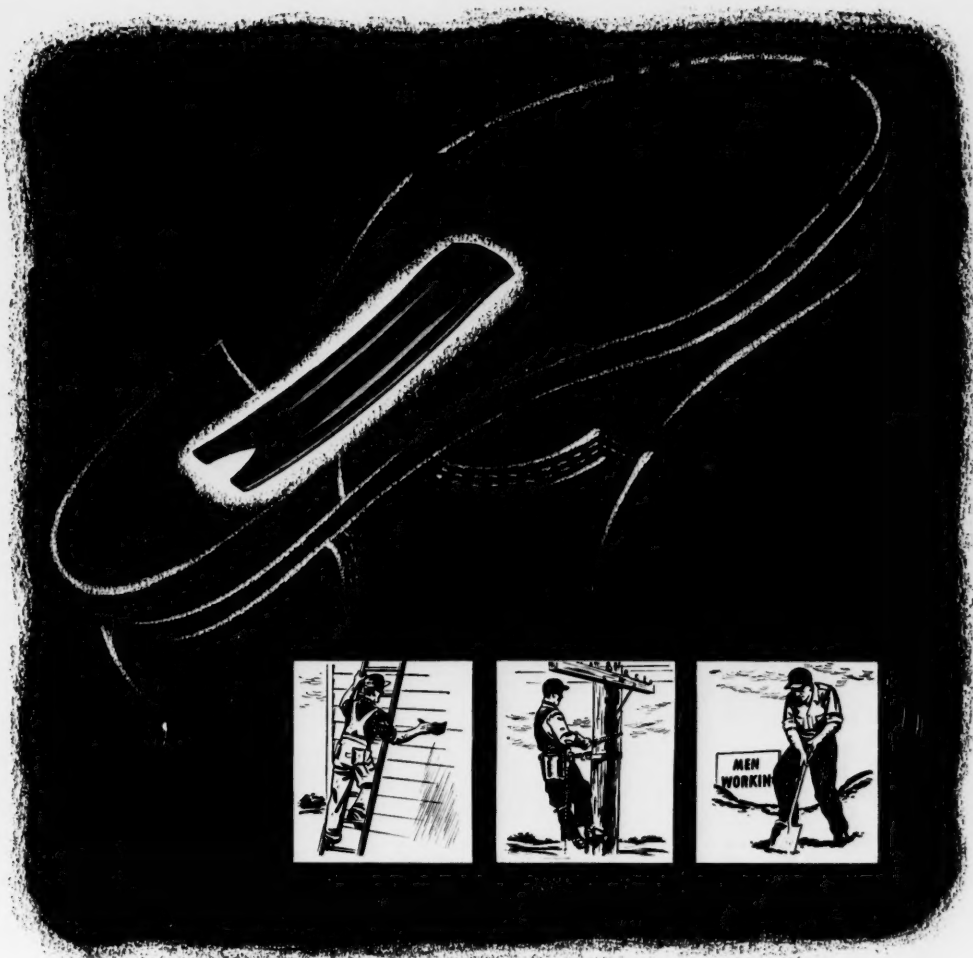
The Jewish-Arab war, both hot and cold, has created a general upheaval in business and industrial operations. From 60 to 70 percent of the Jewish manpower is engaged, part or full time, in war activities. However, only a few commercial enterprises have had to shut down, and local industries and trade are operating, though under somewhat difficult conditions. Hide prices have increased, largely as a result of the shortage of local and imported raw stock. It is reported that the Israeli government has allotted \$150,000 for the importation of raw hides.

The demand for tanned leather has increased due to stepped-up military orders. Leather prices have gone up corresponding with demand.

## Index to Advertisers

Acme Leather Co.	38
Amalgamated Leather Cos., Inc.	35
American Extract Co.	39
American Oak Leather Co.	42
Armour Leather Co.	38
Armstrong Cork Co.	3
Beckwith Mfg. Co.	21
Boston Cutting Die Co.	31
Boston Machine Works Co.	25
Brown, Wm. C., Leather Co.	32
California Tanning Co.	40
Calzad y Teneria	41
Carr Leather Co.	40
Dewey and Almy Chemical Co. Front Cover	
Eagle-Ottawa Leather Co.	29
Eberle Tanning Co.	36
Gaywood Mfg. Co.	26
Gebhardt, A. L. Co.	37
Geilich Leather Co.	32
Golden Leatherboard Co.	26
Goodrich, B. F., Chemical Co.	5
Greenebaum, J., Tanning Co.	43
Hadley Bros.-Uhl Co.	22
Hebb Leather Co.	26
Hoffmann-Stafford Tanning Co.	24
Hovos Leather Co.	7
Huch Leather Co.	19
Independent Die & Supply Co.	27
Korn Leather Co.	37
Laub's Sons, George	38
Lincoln, L. H., & Son, Inc.	42
Linen Thread Co., Inc., The	10, 12, 15, 27 and 29
Malis Leather Co.	30
McAdoo & Allen Walting Co.	30
McNichol & Taylor, Inc.	30
Modern Lea, Finishes Co.	45
Monarch Leather Co.	40
O'Keefe, Thomas A. Co.	31
Ormond Mfg. Co.	45
Pero & Daniels, Inc.	2
Printz Leather Co.	32
Quirin Leather Press Co.	42
Raes', Hans, Sons	37
Riker Co., The	24
Robeson Process Co.	42
Ross, A. H., & Sons Co.	40
Rotary Machine Co., Inc.	35
Seton Leather Co.	27
Silverman, Louis I., Inc.	34
Slattery Bros. Tanning Co.	31
Stern Can Co., Inc.	42
Surpass Leather Co.	39
Thiele Tanning Co.	28
Trask, Arthur C. Co.	41
United Shoe Machinery Corp. 13, 23 and 47	
U. S. Leather Co.	Back Cover
Western Leather Co.	29
Windram Mfg. Co.	33
Winslow Bros. & Smith Co.	28





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for the  
Holiday Season  
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